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October 15, 1962

Business Bulletins *from around the world*

ARGENTINA—Treaty with Sweden to eliminate double taxation signed. Progress being made in talks for similar treaties with Austria, Belgium, Great Britain and West Germany.

AUSTRALIA—Two leading American firms—Hanna Mining Co. of Ohio and Homestate Mining Co. of California—join Western Mining Corporation, Ltd., in developing iron ore deposits in Western Australia, some 300 miles north of Perth.

BELGIUM—January-August coal production totaled 13.9 million metric tons, 2% below like 1961 period. Coal stocks dropped to 2.2 million tons at end of August against 4.1 million end of January 1962.

Reduced interest rates under investment incentive laws may soon be extended to commercial investments.

CEYLON—Under third 5-year Trade and Payments Agreement concluded recently with Communist China, Ceylon to exchange 33,000 tons of rubber for 200,000 tons of rice.

First consignment of $5 million order for railway rolling stock from Communist China received in partial liquidation of $15.7 million rubber replanting subsidy under Ceylon-Chicom Economic Aid Agreement. Another $6.2 million in goods and services to come soon from Communist China.

FINLAND—Retail prices of flour, cereals, macaroni, bread, pastry, soft drinks, and malt beverages fixed at July 31 levels by Cabinet decision announced August 31. Government's action said to have been taken reluctantly because of rising prices.

GERMANY—Advertising firms Marsteller, Inc., New York, and Werbetechnik Hermann Bruder KG, Stuttgart, form joint subsidiary—Marsteller Bruder International GmbH—specializing in international advertising for investment goods and industrial services. Home office is in Stuttgart.

Hudson Hosiery Co. of Charlotte, North Carolina, acquiring West Berlin's Berolina-Strumpffabrik, to go on making hosiery in Berolina plant.

GHANA—Railways and Harbours Administration announces master porterage scheme under which Administration's crews to handle cargoes on wharves and in transit sheds. New system is not expected to hamper shipping, but handling charges have been increased at Takoradi, only port now in scheme.

Soviet Union delivers 500 tons of fish to Ghana Fishing Corporation. USSR, with 25 vessels fishing off west coast of Africa, to supply Ghana with 2,000 tons per month.

ITALY—First National City Bank of New York recently opened Milan branch, its first in Italy since war, offering complete line of domestic and foreign banking services.

JAPAN—Ministry of International Trade and Industry announced (October 1) freeing of 230 additional items from import restrictions, achieving 88% of planned 90% liberalization. Two-percent gap due mainly to postponement of liberalization of sugar, heavy fuel oil, copper, lead, zinc, and certain manufactured items. Announcement indicates 90% liberalization to be reached by April 1963.

Foreign exchange budget for second half Japanese fiscal year 1962 (Oct. 1, 1962-Mar. 31, 1963) provides for $4,402 million and is 11% greater than that of previous period. Commodity-import budget portion has $3,154 million, including $200 million in reserves, 1% increase.

JORDAN—Government exempts refrigerated trucks from customs duties, provided van and driver's cabin are inseparable. Ministry of Economy to decide on number to be imported.

LUXEMBOURG—Credit Europeen, Luxembourg branch of International Bank of Washington, to establish branch office in Esch-sur-Alzette, with plans for extending operations into Germany and France.

NORWAY—Cold weather has delayed maturing of apple and pear crops, and opening dates for imports not expected to be announced until early December. Trade representatives estimate apple production of 34,000 metric tons (about 30% above 1961) and pear production of 8,200 metric tons (80% above 1961). Quality expected to be very poor for most types, and since imports are allowed only after marketing of Norwegian fruit, combination of larger quantity and poorer quality means import dates are likely to be later than last year.

Norwegian Export School to conduct this fall as many as 7 courses for business executives and senior personnel, under sponsorship of Export Council of Norway (semi-governmental agency), Norwegian Federation of Industry, and Norwegian Federation of Commercial Associations.

PHILIPPINES—Seventh flour mill to begin operations in last 4 years recently inaugurated. Daily 9,000-bag capacity means Philippines can produce 64,000 bags a day, well in excess of consumption needs. High countervailing duty on U.S. and Canadian flour limits imports from these sources.

SINGAPORE—Government, through Economic Development Board, reaches agreement with Japanese heavy industries firm for joint ownership in $7 million (23 million Malay dollars) shipyard to handle ship repairs for tonnages up to 10,000 gross tons, and ship construction of from 3,000 to 4,000 gross tons. This is largest investment by Economic Development Board so far, under authorization to spend $33 million (100 million Malay dollars) during 1961-1964 Development Plan.

SUDAN—Studies being made on possibility of establishing nitrogen fertilizer factory at Roseires, with power drawn from dam under construction, to be completed in 1967-68. Second factory under study for Port Sudan.

Government to plant wheat for first time on 100,000 feddans (103,800 acres) in irrigated Gezira Scheme in 1963-64. Production expected to satisfy local requirements and reduce imports. Over 15,000 acres of rice also scheduled for planting at Aweil.

DEPOSITED BY THE
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About the cover

Dr. Ludwig Erhard, Vice Chancellor and Minister for Economic Affairs, was one of some half-million visitors at the U.S. Exhibit at the Berlin Trade Fair. The complicated machine in the left foreground is a pretzel machine that turns them out all sealed in a transparent bag. Franklin D. Roosevelt Jr., the President's representative, is in the background, signing autographs. The Fair closed Oct. 7th.

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INSPECTS AMERICAN DRUG STORE: Accompanied by O. E. Durkin of the California Vitamin Co., Ato Mehari Endale, founder of an Ethiopian chain of Drug stores, inspects a Rexall drug store in Los Angeles. The Department of Commerce arranged a nationwide self-financed tour for him.

AIDED BY COMMERCE

Ethiopian drug chain owner toured U.S. studying sales methods, opportunities here

Cross country tour included visit to manufacturing plant, chain outlets, and Department briefings

One of the lesser known but important functions of the Department of Commerce and its Field Offices is that of arranging itineraries for foreign business visitors to the United States.

A quick look at some high points of one foreign visitor's recent reception, and the assistance he received, may be of assistance in planning new methods U.S. businessmen might use to reach their foreign counterparts and interest them in U.S. markets.

Ato Mehari Endale (*Ato* being the Amharic language equivalent for Mr.) came to the United States on a business trip in August from his home in Addis Ababa, Ethiopia. In many ways his was a unique visit. In this long-independent African country with an estimated population of about 20 million, just 17 local residents, only two of whom were Ethiopians, were issued business visas by the American Embassy in Addis Ababa during 1961.

Entrepreneurship among Ethiopians is very rare in the western sense of the word. Most commercial establishments are operated by Indians, Italians, Greeks, Armenians, Yemenis, and other national groups long resident within the country. Thus, Ato Mehari's visit offered the rare opportunity to meet a businessman with intimate knowledge of consumer demand in Ethiopia in his field of specialization.

Owns pharmacy chain

The second feature of uniqueness associated with Ato Mehari, is his success as the owner of a chain of pharmacies throughout Ethiopia. Commencing with a small operation in Addis Ababa in 1954, Ato Mehari has built his holdings by personal initiative to its present 8 branches in 6 towns—a classic private enterprise story in Ethiopia.

His success has been marked by the introduction of modern methodologies. In 1959 Ato Mehari toured Europe to familiarize himself with the ethical pharmaceutical industry. This year he arranged to tour the Far East and the United States. Prior to coming he visited the American Embassy in Addis Ababa and received a Commercial Invitation. By taking this action he assured himself that advance notice would be given to interested parties of his imminent arrival.

Such notice was, in fact, given in the Visiting Buyers and Officials section of the July 23 issue of International Commerce. Shortly thereafter, Ato Mehari arrived in the United States in Los Angeles and visited the Department of Commerce Field Office in that city on August 8. Having been given sufficient advance notice by the Department in Washington, the Los Angeles Field Office had prepared an extensive itinerary that included discussions with a leading U.S. pharmaceutical manufacturer, a chemistry exhibit in Disneyland's Tomorrowland, an inspection of a modern drugstore to observe the variety of products displayed and U.S. merchandising methods, and other relevant industries in Southern California.

Nationwide tour

Other cities visited by Ato Mehari included San Francisco, St. Louis (where he observed the operations of a pharmaceutical manufacturing plant), Washington, and New York. In Washington, D.C., at the Department of Commerce, Ato Mehari discussed the pharmaceutical industry in the United States with industrial specialists in the Business and Defense Services Administration, with the view of determining the possibility of attracting a U.S. firm to set up a manufacturing operation in Ethiopia.

In New York City, Ato Mehari visited 2 drug company plants and met with Export Managers of other U.S. firms who were interested in agency representation in Ethiopia.

Ato Mehari Endale, a successful Ethiopian businessman, came to the United States for the first time on his own initiative and at his own expense. Prior to this visit, he held no United States agencies. However, with the cooperation of the American Embassy and the Department of Commerce through its Field Offices, Ato Mehari has met interested U.S. firms and learned firsthand something of the American drug industry. He expressed himself as satisfied with his visit in this country. It is believed his satisfaction will soon be defined in terms of a new market penetration for U.S. products.

GREETINGS FROM THE CHIEF: Chief White Horse (left) and Riley Sunrise welcomed Ato Mehari Endale when he visited Disneyland, California.

NEW YORK BRIEFING: Mr. Endale's tour of the U.S. included a New York visit and briefing by the field office personnel of the Department of Commerce, prior to visits made to U.S. industry.

U.S. firm's English plant to build Italian oil unit

Foster Wheeler Limited, London, has received contracts for the design and engineering of an atmospheric distillation unit and a lubricating oil plant for Aquila S.p.A. in Trieste, Northern Italy, it was announced recently.

The unit will have a capacity of 35,000 barrels per stream day, John E. Kenney, president of the parent U.S. company said in announcing the award of the contracts to the engineering firm's English subsidiary. The unit will produce gasoline, naphtha, kerosene, gas oil and residue.

Construction of the multimillion-dollar project, which will be supervised by Foster Wheeler, will begin early in 1963 and is expected to be completed by the end of that year.

The lubricating oil plant will consist of a furfural extraction unit of 1,800 barrels per stream day, a M.E.K. dewaxing unit of 1,000 barrels per stream day, and a hydrofinishing unit of 1,200 barrels per stream day.

Household china imports up; commercial china drops

U.S. imports of household chinaware and earthenware table and kitchen articles and commercial china increased about 12 percent in quantity and 17 percent in value in first half 1962 over the level of a year ago, according to the Consumer Durables Division, Business and Defense Services Administration. Imports increased from 8.5 million dozen pieces valued at $15.1 million in first half 1961 to 9.5 million dozen pieces valued at $17.7 million in January-June, 1962.

Household chinaware accounted for about 65 percent of the total. Dollar volume of chinaware imports increased from $9.3 million in first half 1961 to $11.4 million in first half 1962, a rise of about 23 percent. Purchases from Japan accounted for about 60 percent of the total and amounted to $6.8 million; up 36 percent from the level of a year ago. Both West Germany and the United Kingdom each supplied the U.S. with chinaware valued at about $2.0 million. Purchases from West Germany were slightly below the level of a year ago, while those from the United Kingdom increased about 16 percent.

Earthenware table and kitchen imports for the period increased to $6.2 million; up about 11 percent from 1961.

River boat service to Latin America

A Mississippi barge line owner has been cited by the Mississippi World Trade Council for his efforts in establishing the first direct shipping service between Mississippi River ports and foreign seaports.

Hermit A. Jones, president of the Mississippi World Trade Council in a telegram to Jesse Brent, president of Brent Towing Company of Greenville, said, "I congratulate you on the launching of your ocean-river freighter, Ruth Ann. Your efforts in inaugurating this direct shipping service between Mississippi River ports and Latin America will be of noteworthy benefit to the economy of your home state, Mississippi. The Mississippi World Trade Council commends you for this significant contribution in making Mississippi a World Trade State."

The Ruth Ann is a 600-ton, 180-foot, gray and white freighter that was originally built for use by the Army.

Brent purchased the surplus vessel for $66,000 in March, 1961, and has since spent some $100,000 on modifications.

The ship will operate from Memphis to ports in British Honduras, Guatemala, the Republic of Honduras, and Mexico.

ANNOUNCE PLAN OF ACTION: Manufacturers in the Jackson, Mississippi area were invited to attend a meeting to hear the first presentation of plans to form a Mississippi World Trade Council. The Economic Council of the Mississippi State Chamber of Commerce issued the original invitations.

MORE AREA MEETINGS PLANNED

New trade promotion group spurs Mississippi producers toward overseas markets

Council organizes to tell world the Mississippi production story, alert local manufacturers to oversea customers; recommends inviting foreign buyers to visit U.S.

The Mississippi World Trade Council, formed by that State's businessmen to expand exports, has created quite a stir in the few short months of its existence.

The Council, which began operation in June, is a nonprofit association developed to establish a knowledgeable focal point in Mississippi to deal exclusively with matters of world trade.

Four area meetings have been held—in Gulfport, Hattiesburg, Columbus, and Greenville—and others are planned for Vicksburg, Natchez, and McComb.

"This is an action organization," Charles McKellar, Jr., manager of the Council explains. The plan of action, being presented to manufacturers and business leaders through a series of area meetings and personal interviews, is adapted to three basic objectives: To establish contact with overseas buyers to tell them about products produced by Council members; to provide latest information on overseas markets; and to assist members who have not engaged in foreign trade to understand international practices and terminology.

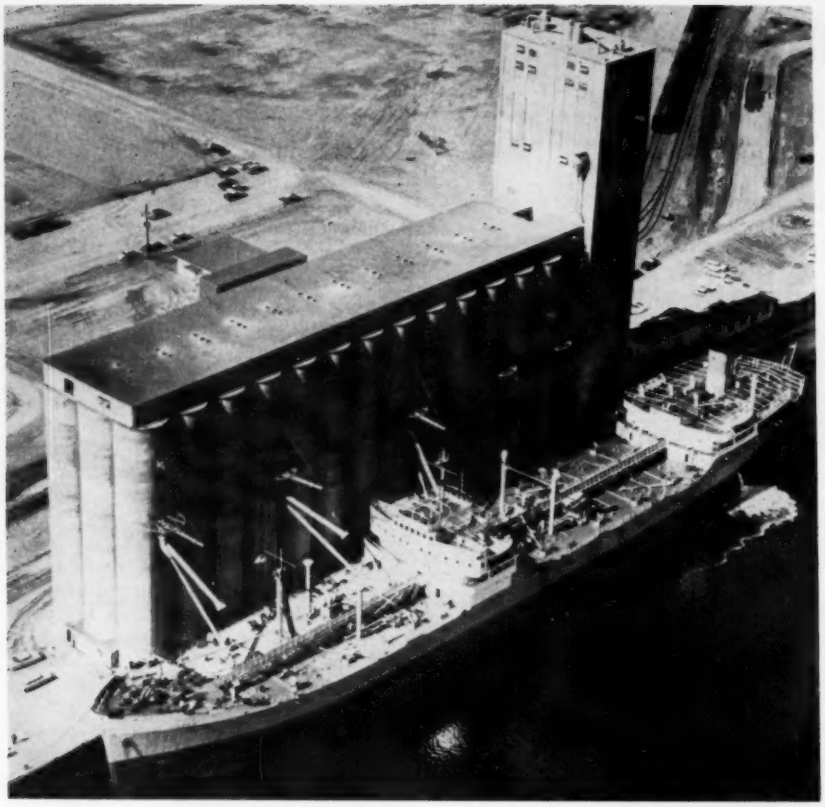
The Council's program is set along simple lines—getting foreign buyers and Mississippi sellers together. The Council does not act as a salesman; making the sale is the job of the producer.

The idea for formation of the Council has been credited to Stephen Sanders, Jr., president of Stephen J. Sanders, Inc., a Mississippi combination export management firm which has been awarded the President's E flag for export expansion.

A 9-man Board of Governors elected by the general membership, which now totals 23 firms, will direct the group's affairs. Finances are derived from yearly membership dues and membership is limited to firms with a direct business interest in world trade. Council offices are in the Southern Farm Bureau Building, 515 East Amite St., Jackson.

The fledgling organization has met with two primary obstacles, according to Hermit A. Jones, president of the Council: First, most of the small manufacturers and agricultural producers do not realize that overseas markets exist for their products; and second, those who do realize that a potential market exists do not have the experience, know-how, or the finances to develop such a market.

The Council plans to promote member products by direct mail sales promotion. "It is imperative," the Council manager says, "that overseas buyers know we produce the products that they are already buying from the United States, or desire to buy." The Council stresses that the individual manufacturers must know and deal directly with their overseas customer if business is to flourish soundly. The Council believes that in-



LOADING GRAIN FOR OVERSEAS SHIPMENT: Mississippi grain is loaded aboard an ocean-going ship at Pascagoula. This is typical of movement sponsored by Missippi World Council to promote exports.

dividual firms should make use of U.S. trade exhibits, trade fairs, and trade missions overseas to exhibit and assist in marketing their products.

Invite the buyer here

"Now is the time, we (the Council) believe, to bring the foreign buyer to our State," McKellar says. "If any money is to be spent for travel, that money can best be spent bringing the foreign buyer to the State to meet with the producers in face-to-face discussions, and see the product in production."

The Council plans to be able to provide immediate factual information for members and/or foreign businessmen, through close liaison with foreign consulates, international airlines, shipping lines, and governmental agencies concerned with foreign trade.

The Council hopes to establish a permanent exhibit of Mississippi products and commodities available for export; has volunteered to supply the latest factual world trade information to state colleges and universities in Mississippi; and has pledged itself to the continuing promotion of foreign language study throughout the state.

Formation of the Council has received enthusiastic response from State business leaders, as well as the U.S. Department of Commerce.

Nat S. Rogers, President of the Deposit Guaranty Bank of Jackson, said: "We are indeed pleased to be one of the first members of the Mississippi World Trade Council; we feel that this organization can render a definite service to the economy of our State."

Secretary of Commerce Luther H. Hodges, in a telegram, commended the new organization for taking the initiative: "I congratulate the Mississippi World Trade Council for its initiative in undertaking a major effort to expand exports from the Mississippi area. We believe you can perform an important service both to Mississippi businessmen and to the national interest which requires a high level of exports if we are to meet our worldwide obligations in the defense of freedom. The U.S. Department of Commerce looks forward to cooperating with you in what will remain a vitally important matter during the years ahead."

Important to people

The Council has attempted to make export expansion important to the people of the State also. Reflecting this new awareness of world trade, a Mississippi newspaper editorial stated: "Everyone knows that America's position in the world market is important to a large segment of our economy. Exports are the backbone of many industries. Without agricultural exports our farmers would be in serious trouble.

"But generalizations about the nation as a whole do not mean very much to most of us. We're simply not interested in the big picture because it is often hard to relate to our daily lives. That is why some figures released by the Mississippi World Trade Council last week take on added significance. Right here in Mississippi, the Council said, one out of every seven workers depends on exports for employment."

Believe market exists

The President of the Council summed up the attitude of the Council when he said: "We are not asking Mississippi farmers and manufacturers for anything. We are rather offering them something. We believe that an overseas market exists for the vast majority of the products we produce in this state, and we are inviting these producers to investigate these markets with us."

COUNCIL PRESIDENT JONES: Producer of water-ski belts, lifesaver jackets; markets products in twenty-three countries around the world.

Direct foreign investment in U.S. passes $7.5 billion

Value has tripled since 1941; Europeans hold 70%; Heaviest emphasis is in manufacturing sector

Direct investments by foreigners in U.S. business enterprises are now valued at over $7-½ billion, according to a recently released Commerce study.

The new report, Foreign Business Investments in the United States, combines data supplied by every U.S. firm in which there is a controlling foreign interest of at least 25%. In addition to providing full coverage for the census year, the report gives data for the entire period since 1950 for the more important series, such as values, capital inflows, earnings, and income remitted abroad.

The value of foreign investments in these U.S. enterprises has tripled since the last complete survey in 1941: from $2.3 billion to $7.4 billion at the end of 1961. Growth through 1950 amounted to about $1 billion; from the end of 1950 through 1961 the increase amounted to $4 billion.

Half of the 1950-61 growth, or about $2 billion, was accounted for by reinvested earnings; capital inflows amounted to $1.6 billion, and there were some upward revaluations. There was no consistent trend in either form of investment over the period, with reinvested earnings averaging $175 million annually and capital inflows averaging $150 million. So far in 1962 there does not appear to be any significant divergence from these averages.

Payments of income to foreign owners has exceeded capital inflows by about $50 million per year since 1950.

Few countries

Europe and Canada account for nearly all foreign direct investments in the U.S. European investors hold the principal share, accounting for over $5 billion, or 70% of the total. United Kingdom holdings of $2.5 billion are the largest of any country, and include about $1 billion invested in finance and insurance companies in this country.

The next largest source of direct investments is Canada, whose holdings amount to $2 billion, with about half in manufacturing. Both the British and Canadian investments have roughly doubled in value since 1950, and their combined value at the end of 1961 represented 60% of the total. An additional 25% is accounted for by Netherlands investments of $1 billion and Swiss holdings of $.8 billion.

Manufacturing leads

Direct foreign investments of $2.8 billion in U.S. manufacturing at the end of 1961 put this above all other industries, according to the Office of Business Economics report. The Canadian share ($1 billion) was the largest, followed by the United Kingdom ($.8 billion) and Switzerland ($.4 billion).

Nearly 40% of the manufacturing investments are concentrated in the production of food and tobacco products and alcoholic beverages. Enterprises producing chemicals and related products accounted for about 20% of the total.

Investments in finance and insurance total over $2 billion, about half from the United Kingdom.

Investments in the petroleum industry, amounting to $1.3 billion, are accounted for largely by the Netherlands and the United Kingdom.

Earnings rise moderately

Earnings of foreign direct investments, which ranged between $300 million and $350 million annually from 1950 to 1958, with no clear upward trend, have averaged over $400 million since 1958.

Two-thirds of foreign earnings from U. S. subsidiaries during the 11-year period were retained in this country, contributing about half of the rise in investment value. Income distributed abroad in the form of dividends, interest and branch profits was close to $200 million annually from 1950 through 1957, and then rose to a rate of about $230 million a year.

Detailed information on the financial structure of these enterprises in the census year 1959 is furnished.

Their assets, excluding finance and insurance, totaled $8.4 billion. Fixed assets amounted to $3.4 billion, including $1.4 billion in petroleum and $1.2 billion in manufacturing. Current assets of $4.4 billion were largely receivables and cash holdings of manufacturing and trading companies.

U.S. investors shared to the extent of $3.4 billion in financing the $8.4 billion of assets. However, about three-quarters of this amount was in the form of liabilities, such as loans by U.S. banks and trading accounts payable. In contrast, the foreign investment of $5 billion in these companies was about three-quarters in the form of equity ownership, including stock, surplus and branch accounts.

Nearly half of the foreign-controlled enterprises were established or acquired prior to 1941, and these firms account for almost 80% of the accumulated investment.

Three-quarters of the value of foreign direct investments here was in companies which were either branches of foreign organizations or in which 95% or more of the voting stock was owned abroad.

Sales over $8 billion

Sales and revenues of foreign controlled companies, excluding distribution companies and finance and insurance, were $8.1 billion in the census year 1959. Of this total, $5.1 billion was reported for manufacturing facilities and $2.4 billion for petroleum companies. About 45% of manufacturing sales were food and tobacco products and beverages. Sales of chemicals and related products were about $.9 billion.

Of 1,170 companies included in the survey, slightly over 1,000 were U.S. incorporated subsidiaries and the remainder were branches of foreign organizations. The foreign-owned companies in petroleum, manufacturing, finance and insurance were a little less than half of the total number reporting, but accounted for more than 80% of the foreign investment.

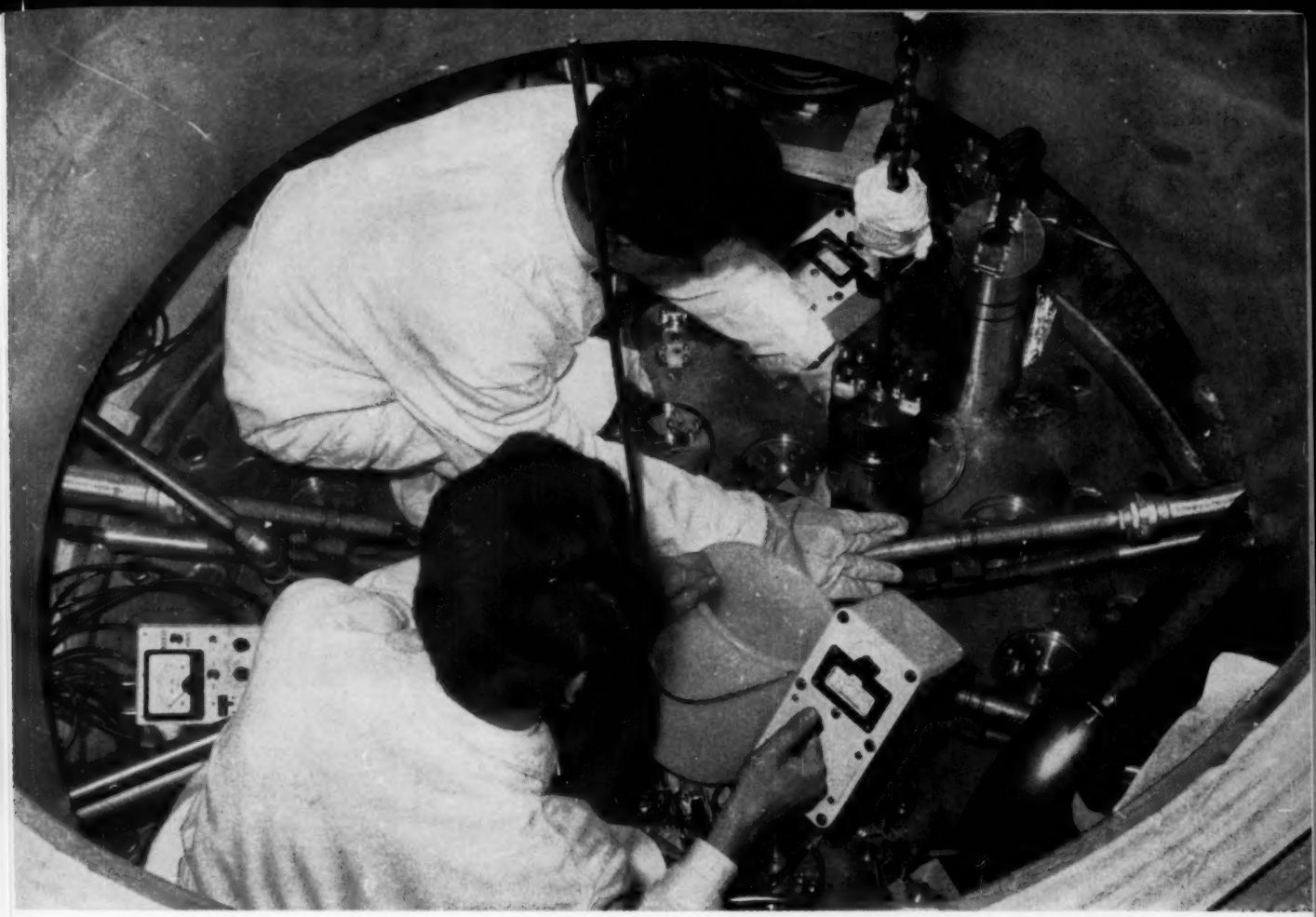
Foreign Business Investment's in the United States is for sale at 40 cents per copy by the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., and all Field Offices of the Department of Commerce.

AUSTRALIAN MILK RECORD

Milk production in Australia in fiscal year 1962 is expected to establish a new high of 15 billion pounds, or 8% more than in the preceding year. Most of the increase will be used to produce butter.

MOLASSES OUTPUT STAYS HIGH

Estimated world production of industrial molasses in the 1961-62 season totaled 2,957 million gallons, compared with 2,993 million in 1960-61, and 2,747 million in 1959-60.



LOADING REACTOR: This operation is shown taking place at Ispra, Italy, main Euratom research center, working chiefly on the new "ORGEL" type of nuclear reactor, cooled by organic liquid and moderated by heavy water. Ispra staff is 1,000-strong. (European Community information service)

Euratom Council maps 5-year research program redoubling effort of last half-decade

Nuclear power projects in Common Market countries to generate 8-10 billion kwh of electricity by end of 1966

By EDWARD J. CHESKY
European Division, ORE

A new $425 million, 5-year (1963-67) atomic energy research program was approved by the Council of Ministers of the European Atomic Energy Community (Euratom) at the end of June. This sum is more than double the $195 million Euratom will have spent for research during the first 5 years of its existence.

Through Euratom, which commenced operations in 1958, the 6 nations of the European Economic Community (the EEC or Common Market) work for the promotion of a free market in the manufacture and exchange of atomic products and of cooperative ventures to expand peaceful uses of atomic energy. With the EEC and the European Coal and Steel Community (ECSC) primarily engaged in trade policy formulation, economic coordination and advice, Euratom is directly involved in the operations of scientific research facilities in the atomic field. There are now 4 Euratom Joint Research Centers employing about 1,300 persons in Italy, Belgium, Germany and the Netherlands. Euratom sponsors both private and public efforts in atomic research and the advance of electric power generation by means of atomic reactors in the member states and abroad.

U.S. role

In the first years of Euratom's existence, the U.S. has played a significant role in encouraging and financially assisting Euratom's advances in developing peaceful uses of atomic energy. The early optimism of the organization has

been moderated by realization of the high cost and technical difficulty of many atomic development programs, but a steady advance has been made in Community programs. By the end of 1966 nuclear power projects in the 6 Euratom countries are expected to generate 8-10 billion kilowatt hours of electricity annually, or about 2% of total electric energy production.

Expansion of Community membership is anticipated. The United Kingdom and Denmark coupled moves for admission to Euratom with their applications to join the Common Market and the European Coal and Steel Community.

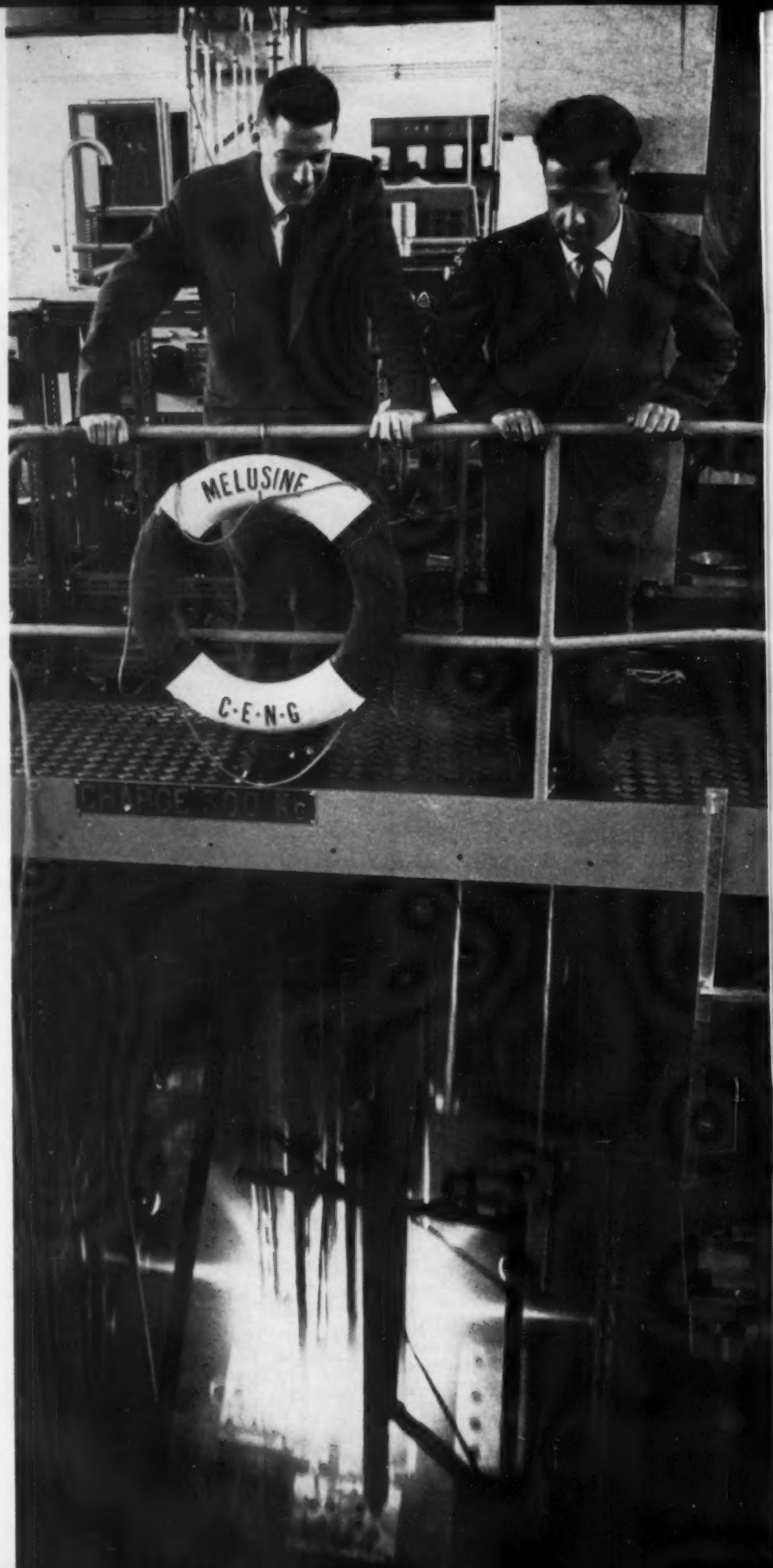
How Euratom functions

Towards the end of the 1950's, when the ECSC had proved successful, the leaders of Europe sought areas for further functional integration. The Common Market and Euratom were parallel formulations; both were brought into existence by the Treaties of Rome of 1957, effective Jan 1, 1958. The atomic energy field was considered particularly conducive to "Europeanization" because the industry, still in its early phases, required more capital and skilled personnel than the individual countries could easily accumulate or effectively use. Overcoming parochial interests appeared readily possible in this new field where little progress had yet been made.

Euratom, the ECSC and the EEC share a single European Assembly, made up of delegates from the 6 parliaments and a single Court of Justice. Executive authority is held by the Euratom Council of Ministers, which meets periodically to make the important decisions on Community activities. Decisions of the Council are made unanimously, or by a qualified or a simple majority vote depending on the type of question under consideration. The standing executive body is the Commission, led by 5 Commissioners with 4-year terms of office. The Commission, together with its secretariat, guides the day-to-day activities of Euratom, and decides on many important matters. It also prepares for new programs and formulates major questions to be considered by the Council.

Experts

The Euratom Commission also has the assistance of a Scientific and Technical Committee of 20 atomic energy



ATOP 'SWIMMING POOL': Two mathematicians (from Italy and Luxembourg) look into heart of Melusine "swimming pool" reactor, Grenoble. (European Community information service photo)

experts, and the Economic and Social Committee which serves the Commissions and Councils of both Euratom and the Common Market.

With the rapid industrial growth of recent years and a decline in the coal industry, Western Europe has been increasingly concerned with the provision of an adequate and cheap supply of electric energy. Eventual widespread nuclear power generation should come to Europe earlier than the United States because of the high cost of conventional power generation in Europe. The Euratom Commission expects nuclear power to be competitive with conventional power by the end of this decade.

When Euratom began operations, the member-states already had begun nuclear power programs on an individual basis. It has not been Euratom's purpose to build or operate power facilities but rather to encourage, advise, coordinate and provide funds for private and public nuclear power agencies. Euratom has allocated $32 million for participation in nuclear power projects though only 3 firms have as yet requested this assistance. More than 10 nuclear power reactors are now under construction or in operation in the 6 countries.

High initial costs of nuclear installations and economies resulting from use of petroleum in power generation have caused a definite slowing-down of the anticipated shift to atomic power.

Atomic research

In terms of financial expenditure, the research and development programs of Euratom have been far and away the most significant part of its activities. By June 1962, 311 Euratom research contracts and supplementary agreements involving an outlay of $156 million had been concluded. These contracts were awarded to national atomic-energy agencies, universities, private and public research institutes and industrial firms throughout the Community. The range of Euratom's interest is shown in the following distribution of its research contracts: radio isotopes—17 contracts, atomic fusion—6 contracts, fast reactors —5 contracts, biology—12 contracts, European Scientific Data-Processing Center (CETIS)—23 contracts, transplutonium elements—5 contracts, and atomic marine propulsion—7 contracts.

There are now 4 establishments of the Joint Research Center directly operated by Euratom. The main center, in Ispra, Italy, was officially transferred from the Italian government to Euratom control on Mar. 1, 1961, and now has a staff or more than 1,000 employees. Research at the Ispra Center is chiefly related to the "ORGEL" nuclear reactor, a new type now under construction, which is cooled by organic liquid and moderated by heavy water. Other Joint Research Center establishments are in operation or under construction in Geel, Belgium; Karlsruhe, Germany; and Petten, Netherlands.

Euratom's activities are not limited to the 6 member states. It has contributed substantial funds and scientific staff to cooperative ventures at the Halden reactor in Norway and the Dragon reactor at Winfreth Heath, England. Euratom maintains a working relationship with the United Nations International Atomic Energy Agency and the European Nuclear Energy Agency of the Organization for Economic Cooperation and Development.

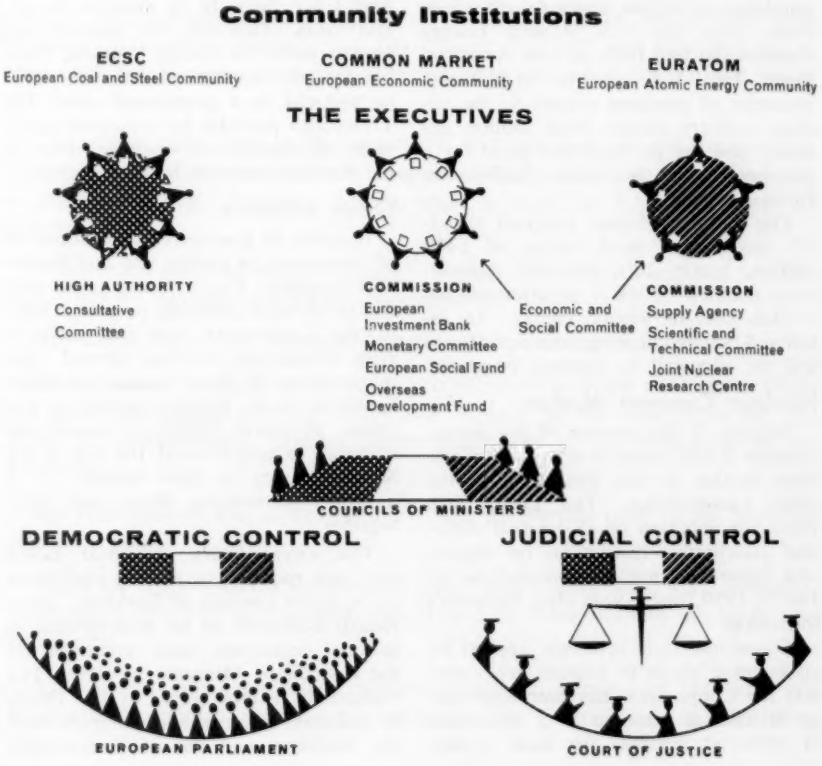
U.S. interest

The United States, with its "Atoms for Peace" program, became an early supporter of the Euratom's development. By the end of 1958 a U.S. Euratom Agreement had already been signed. Etienne Hirsch, the Euratom Commission's former president, has stated the agreement's two-fold purpose: "The first aim was a political one—to strengthen by a combined effort the unity of Europe and the ties between the new European Community and the U.S. The second aim was an economic one; it was to add to the reactor experience already gained in the U.S. the experience of full-scale construction in Europe, where the cost of conventional fuel is higher. This effort was to be accomplished by a major research and development program . . . ."

The 1958 U.S.-Euratom Agreement projected a $350 million long-term credit authority created by the U.S. Export-Import Bank. Allocation of the funds made available by the U.S. is subject to approval of joint boards representing Euratom and the U.S. Atomic Energy Commission.

Only two projects in the U.S-Euratom power reactor program are under way, one near Naples, Italy, and the other on the Belgian-French border, though several other power projects are currently being considered for joint sponsoring. Research and development contracts now number about 70 under the joint U.S.-Euratom program, aimed at expanding knowledge and techniques in areas related to U.S.-type nuclear reactors.

Another important part of the U.S.-Euratom Agreement relates to the



OPERATION 'DRAGON': At United Kingdom Atomic Energy Authority's establishment in Winfrith, Dorset, some 90 European engineers and scientists work with 160 U.K. people in a 5-year project on an experimental high-temperature gas-cooled reactor. (European Community information service photo)

guaranteed sale or lease by the U.S. of various kinds of fissionable materials for use in reactors and research. As the U.S. is the principal source for certain atomic materials, a guaranteed source of supply is essential to some Euratom operations.

The Community has been a major purchaser of nuclear materials and equipment from the U.S. Atomic Energy Commission and from private American firms. Total U.S. sales to the Euratom countries of products related to the nuclear industry exceed $100 million annually and the prospects are good for a growing market as nuclear facilities in Europe expand.

The Euratom 5-year program (1963-67) envisages a total budget of $480 million, nearly 20% of total expenditures planned by the 6 governments for civilian uses of atomic energy. An estimated $2 billion in government funds will be allocated to national programs.

Nuclear Common Market

Because of the newness of the atomic industry it was easier to establish a Common Market in this field than in the other Communities. The Treaty provided for abolition of all internal duties and quantitative restrictions on exports and imports of nuclear commodities by Jan. 1, 1959, just 1 year after Euratom's formation.

A common tariff schedule, applied by all member states to imports from outside the Community, has been established at various rates up to a maximum of 10% ad valorem for most atomic equipment and materials. The Common External Tariff (CXT) has been set at zero for most nuclear raw materials and duties have been suspended on many other commodities including reactors and reactor parts until the end of 1961. The member states are now adjusting their duty rates gradually toward the final CXT rates, to be reached in several years. However, for reactors and reactor parts, an Energy Working Party has recently recommended that the CXT be reduced to a permanent zero. The Treaty also provides for unlimited movement of capital and qualified labor in the nuclear field within the Community.

Other activities

In order to guarantee equal access of all consumers to atomic raw and fissionable materials, Euratom was given control of all such materials produced within the Community and the exclusive right of sale and purchase abroad. Administration of these nuclear materials is vested in the Supply Agency of Euratom. As world supplies of atomic raw materials exceed demand, the role of the Supply Agency has been mainly that of a broker in bringing buyer and seller together.

The extraordinary industrial safety measures required in nuclear operations are a major concern of Euratom. Basic Health Standards to be incorporated in national legislation were approved by the Council of Ministers in 1959. The Community is empowered by the Treaty to maintain records and controls over the inventory and use of nuclear materials. Security control is maintained by Euratom Inspecton Teams authorized to check atomic facilities. Supervision of atomic waste disposal is another important field of activity

The Community is in the final stages of drafting an Insurance Convention proposing that member states assume responsiblity for third-party damages caused by atomic installations up to $70 million and the states collectively for damages up to $120 million.

As Euratom goes into its second 5 years, it has proven itself a successful agency for the highly complex private-public, national-international cooperation and integration that the atomic field requires. In coming years Euratom is also expected to work more closely with the EEC and the ECSC in formulating an over-all Common Energy Policy for the European Community. The Six are now moving slowly toward a coordinated program for determination of the optimum economic balance between the several basic sources of energy—coal, oil, water, and nuclear fission.

U.S. communication system for oil firm in Venezuela

One of the world's largest communications systems to be leased by a private organization has recently been placed in service by Automatic Electric International, Northlake, Illinois, for the Creole Petroleum Corporation in Venezuela.

Stretching 390 miles from Caracas to Lake Maracaibo, the system provides rapid communications between the Company's general headquarters in Caracas, the oil-producing areas around the lake, and the refinery area on the Amuay Peninsula.

The system will permit Creole to centralize its management and accounting functions at Caracas by use of a high-speed data transmission system.

Preliminary tests of data transmission over the system indicate that the channels will transmit 1,200 bits per second. Reliability of 99.9% has been guaranteed.

SWISS SMOKES

Cigarette output in Switzerland during the first 3 months of 1962, totaled 3,148 million pieces, up 14.3% from the 2,755 million produced in January-March 1961. However, the average monthly production rate was only 2.8% higher than the 1,021 million pieces produced in calendar year 1961.

Officials of 19 countries start World Bank EDI course

The Economic Development Institute of the World Bank began its eighth course recently in Washington, D.C. Twenty-three officials from 19 countries are taking part in this year's course, which lasts until next March.

All the participants hold senior positions in ministries, central banks, planning authorities or other agencies connected with economic development. They have been given leave of absence to attend the course by the agency or government department concerned, which in each case contributes $1,500 toward the cost of the Institute.

The Institute was organized by the Bank in 1955 as a staff college for senior officials from less developed countries whose work involves decisions on economic policy and the formulation and administration of development programs or projects. It is designed to give the participants a broad perspective of the problems of economic development and to increase their effectiveness in carrying out their responsibilities.

The close link between the Institute and the operational staff of the World Bank assures the essential foundation in experience required for a practical approach to development problems. In addition, the Institute draws upon the personnel and documentation of the United Nations, government agencies, universities and private organizations. An essential feature of the program is the contribution made by the participants themselves, each of whom has the opportunity to profit from the interchange of views about the experiences of other countries represented in the group.

Greece asks another bid for radio relay links

The Supply Department of the Telecommunications Organization Hellenic has issued another request for bids for the supply and installation of the radio relay system for western Greece. This call for bids, No. 6077 which expires on Oct. 30, is limited to AID procurement.

The specifications are identical to the international call for bids 5876 previously published, but U.S. firms only have to participate under bid request 6077.

NEW EMBASSY

The U.S. Consulate General at Port-of-Spain, Trinidad, was elevated to an Embassy on August 31, 1962.

Hurley finds trade mission a serious group

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

The other noontime, in company with Gene Foley, the Deputy to Secretary Luther Hodges, we stopped by the Capitol Room of the Occidental Restaurant to say sayonara and mabuhay to two United States trade missions that were attending briefing sessions before departing for Japan and the Philippines.

This is one of the days when Roy Gootenberg holds court. Gootenberg, a pixyish humorist no less dangerous than Pretty Boy Floyd, is the capable and effervescent Director of the Trade Mission Division of Paul Pauly's Office of Trade Promotion. He served time with the State Department and the Bureau of the Budget. He also did some trouble shooting in Greece, Cyprus and Turkey for the Peace Corps.

"Now I give advice left over from past failures," he grins.

At the moment Gootenberg had just announced that all of the mission members were company presidents except two and that these were vice presidents.

Paul Romance, who is part of the Philippine group, is Executive Vice President of Mosby Engineering Company of Sarasota, Florida, but is also Vice President of another company, so Gootenberg declared that this was equal rank, and that a more distinguished group of commercial experts had never left these shores.

Gootenberg then introduced everybody, not slipping on the names nor pronunciations of the men or their companies, doing it all with the enthusiasm of Stanley greeting Livingston, except when he came to Russel Cameron of Denver.

"I know the name of your company," he said. "I know it's another person's name, but it's unusual and I can't remember it."

"It's Jones," said Mr. Cameron sweetly. "It's Cameron and Jones."

We expected luncheon to be filled with pleasantries from old timers about the good San Miguel beer, or Kirin and Nippon, as the case might be, the games of chance along Admiral Dewey Boulevard, or the new show at the Kimbasha.

But conversation was as light and frivolous as the fine print in old Supreme Court decisions.

These top flight citizens, temporarily turned government aids, were as serious as nephews at a will reading and wanted to talk about nothing but trade and commerce.

You can go home and sleep pleasantly tonight, because of the duty and service forthcoming from these representatives the United States is dispatching abroad.

India's 5-Year Plans broaden the scope for U.S. trade and investment

U.S. producers excel in many vitally needed items; aid program helps make U.S. India's leading supplier; foreign exchange allotted only to goods fitting plan needs

By JACKSON B. HEARN

Near East—South Asia Division
Bureau of International Programs

With the institution of a series of large-scale programs to raise agricultural and industrial production, demand has erupted for those lines of goods which will help India achieve its new economic goals. Agricultural chemicals and equipment, industrial raw materials, and machinery of all kinds are the categories of goods most urgently sought.

JACKSON B. HEARN

U.S. manufacturers excel in production of many of these items, and sales to India have been substantial.

These sales can be increased, however, both in the short and long run, if U.S. business learns better how to do business in and with India. Of course, all is not clear sailing and there are both favorable factors and deterrents to Indo-U.S. trade. The following analysis examines these factors and points up the more promising avenues for trade expansion.

India's foreign trade: 1951-61

Reflecting the economic growth under its 5 year plans, India's total trade increased from about $2.3 billion in 1950 to $3.5 billion in 1961, due almost entirely to a growth in imports. The increase was moderate in the first 5 year plan, which emphasized development of agriculture and industry's supporting sectors, and imports averaged just under $1,500 million yearly compared with $1,365 million in the last year before the plan.

The large-scale industrialization program which began with the second plan, however, greatly increased India's requirements for imported capital goods and industrial raw materials, and imports rose substantially to an annual average of nearly $2 billion during the second plan.

Opening Day

The 5 year plans are geared to India's April-March fiscal year. The First Plan began April 1, 1951; the Second, Aprjl 1, 1956; the Third, April 1, 1961.

Exports, on the other hand, were virtually stagnant, averaging only $1,289 million in the second plan compared with $1,279 million in the first.

The resulting trade deficits put a severe strain on India's external resources. By the spring of 1958 its foreign exchange reserves had been drawn down almost to minimum operational levels to help pay for these imports, and since then India has been dependent on external assistance to maintain a level of imports necessary to sustain its economic growth.

Despite massive foreign aid, however, its foreign exchange position has continued to deteriorate, and India has resorted to an increasingly restrictive import licensing policy designed to ration available foreign exchange to those items essential to economic development.

Following tradition, the United Kingdom was India's principal supplier, generally supplying 20% to 25% of India's annual imports. Since 1958 U.S. exports to India have exceeded those from the United Kingdom because of the large-scale U.S. Government shipments of surplus agricultural commodities.

In purely commercial transactions, however, including those financed by U.S. development loans, the U.S. share in India's annual imports has held fairly steady at a range roughly between 10% and 15%. EEC (Common Market) countries, particularly West Germany, gained most from India's increased imports, boosting their combined share from 8.9% in 1951 to 18.3% in 1961.

Japan's share increased from 2.5% to 6% in this period.

Soviet Bloc countries (excluding Communist China) supplied 6.3% of India's imports in 1961, whereas shipments from these countries were negligible in 1951.

Trade with U.S.

Despite an apparent U.S. trade surplus of over $1 billion with India since 1951, Indo-U.S. trade has been favorable to India in terms of dollar receipts against dollar expenditures on merchandise account. Included in U.S. exports from 1951 through 1961 were nearly $1.3 billion in surplus agricultural commodities supplied under U.S. Government programs, either as grants or on a rupee payment basis. The heavy incidence of these U.S. Government shipments (since 1956 they have accounted for nearly half of total U.S. exports to India) has tended to obscure the more meaningful trade balance measuring commercial transactions, which shows a substantial surplus in favor of India. This shows that India was earn-

IMPORTS NEEDED: A large-scale industrialization program underway has increased India's requirements for imported raw materials. Above are two 2,000-kilowatt hydroelectric generators for the Tilaiya Dam in the Damodar Valley, installed through a World Bank loan. (World Bank Photo)

RESERVOIR OF POWER: Symbolic of U.S. cooperation in India's development is the Rihand Dam and power station. Rihand supplies vitally needed power for new industries in Uttar Pradesh State, one of the fastest growing areas in India, as well as eventually irrigating 1.5 million acres of Indian farmland.

ing more U.S. dollars than it spent for U.S. products.

U.S. exports to India outside these surplus commodities, but including those financed with U.S. development loans, averaged about $213 million yearly from 1951 through 1961. Iron and steel mill products, metal manufactures, electrical machinery and apparatus, construction, excavating, and mining machinery, industrial machinery, auto parts and accessories, railway transport equipment, agricultural insecticides, and lubricating oils and greases were the principal categories of U.S. commercial exports.

A slightly upward, although in some cases erratic, trend was evident after 1951, but no significant increase in U.S. commercial exports was recorded until 1960, when they rose to about $225 million from an average of $176 million in the preceding 4 years. A further rise to about $240 million was recorded in 1961.

The sharp improvement in 1960 was due primarily to a U.S. policy change in October 1959, which stipulated that purchases under U.S. development loans be made generally from U.S. sources rather than under global procurement.

Except for 1951 and 1952, the peak demand years of the Korean conflict, U.S. imports from India generally ranged between $200 million and $230 million yearly. They increased by $25 million to $225 million in 1961, highest since Korea, but this was due more to higher export prices, particularly for jute manufactures, than to a real sales increase.

Jute manufactures have generally accounted for over one-third of total U.S. imports from India since 1951, with cashew nuts, tea, spices, vegetable oils and other vegetable products, ferro-alloys and metals, and hides and skins being the other principal import categories.

Import policy

Since U.S. production excels in many of the categories of goods most urgently sought by India, the question arises as to why U.S. commercial exports generally lagged behind imports from India until 1960. India's generally restrictive import policy was of course an inhibiting factor, but more important for U.S. exports was the fact that until December 1959, when sterling was made freely convertible, India applied discriminatory quotas against dollar imports with respect to those imports financed from its free foreign exchange. This then, was a primary factor limiting the growth of U.S. exports. With this discrimination removed, U.S. producers are now on equal footing with other suppliers, subject of course to competitive factors.

May not jibe

Figures on Indo-U.S. trade are from U.S. trade statistics. Because of timelags and differences in reporting methods these do not always agree with Indian statistics.

Until a few years ago most import licenses were issued to established importers rather than the actual users, or consumers of the goods. This policy tended to work against U.S. exports because of the established trading ties of these importers.

In recent years, however, this policy has been changing, and actual users now account for roughly 75% of the value of licenses issued and established importers for 25%, whereas this ratio was reversed only a few years ago. This shift should facilitate a breakaway from the traditional trading channels of the established importers and afford U.S. producers a better chance to break into the Indian market.

Chief U.S. obstacle

India's foreign exchange shortage, and with it the generally restrictive import policy, is expected to continue for some years. This policy looms as the main obstacle to U.S. exports. The total amounts of foreign exchange that can be made available for imports will be determined by developments in India's overall foreign exchange position.

As to the policy for individual commodities, U.S. producers may expect to run increasingly into the protectionist aspect of India's import policy—the practice of prohibiting or reducing imports of items produced in India. The policy for the current licensing period (April, 1962-March, 1963) prohibits the import of or reduces the quotas on 65 separate items, and further actions of this type may be expected as production of new items increases or is started.

After the foreign exchange crisis of 1958, the tempo of external assistance to India increased sharply. The U.S., the United Kingdom, West Germany, Canada, and Japan formed the Consortium for Aid to India, and in the last 3 years of the second plan granted development loans averaging roughly $500 million annually. This compared with total free world aid of $365 million in 1956 and 1957 combined.

In addition, Soviet Bloc countries committed $308 million in aid for the second plan.

U.S. leading lender

The U.S. stands out as the major contributor. From June 1958 through March 31, 1961 the U.S. Development Loan Fund (DLF) authorized loans totaling $408 million for railway development, electric power projects, steel imports, and imports of various capital goods. The Export-Import Bank provided an additional $216 million in credits to finance

imports of capital goods for the second plan.

A lending program of such magnitude might well have been expected to have a great impact on the volume of U.S. exports. That it did not is in large part due to the usual lag between loans and disbursements. By December 31, 1961 only about $335 million had been disbursed from the $624 million in DLF and Export-Import Bank loans made prior to March 31, 1961.

Moreover, the effect of these loans on U.S. exports was somewhat lessened by the global procurement policy followed during part of this period. The exception was for Export-Import Bank loans, which all contain tied-procurement provisions assuring purchases in the U.S.

Conclusive information is not available concerning the sources of Indian procurement with proceeds of DLF global procurement loans made prior to October 1959, but there is considerable evidence that the U.S. firms fared badly in securing orders under these loans. The same pattern apparently prevailed under global procurement loans granted by the International Bank for Reconstruction and Development (World Bank) which ranked second in the magnitude of its aid to India.

Higher prices for some categories of U.S. products largely explains this situation. India's acute foreign exchange shortage prompted the favoring of suppliers quoting the lowest price, even at the expense of quality.

Competitive U.S. goods

The U.S. reportedly was capable of competing price-wise for many industrial materials, including synthetic rubber, special lubricants, industrial solvents, carbon black, antibiotics, alloy steels, and tinplate.

The U.S. position was also favorable regarding certain types of construction, excavating, and mining machinery which are virtually unique to this country.

For many categories of capital goods, however, U.S. prices reportedly were substantially higher than those of competing suppliers. The relatively greater efficiency and durability of U.S. equipment was generally recognized, but the foreign exchange shortage usually made price the overriding element in procurement policy.

Third plan's prospects

India's total import bill for the third 5-year plan is estimated at $12,075 million. Import requirements for investment goods (project imports) are estimated at $3,390 million, with the industry and minerals, transport and communications, and electric power sectors expected to account for 90% of this total.

An additional $420 million in components and intermediate products to raise the production of capital goods will be required. The balance of $7,665 million represents required maintenance imports for general needs of the economy, including industrial raw materials. These estimates do not include PL480 imports.

India expects that its exports will cover only $7,770 million of this import bill and is counting on foreign aid to finance the balance of its requirements. Adding about $1 billion for servicing maturing debt obligations, India's estimated foreign requirement, including private investment but excluding PL480, comes to $5.5 billion.

Aid commitments for the third plan received to date from all sources total $3.1 billion. The Soviet Bloc has committed $578.5 million, Switzerland $22.9 million, and Yugoslavia $40 million. Consortium members have to date committed $2,365 million for the first 2 years of the plan.

New agency switch

Beginning with U.S. fiscal year 1962, functions of DLF were transferred to the new Agency for International Development (AID) in the Department of State.

The U.S. accounts for $980 million of the Consortium total with commitments of $545 million for the first year and $435 million for the second.

Aid has either been committed or is under consideration by the Soviet Bloc, the United Kingdom, West Germany, Italy, or France for many major investment projects in heavy machine building and petroleum exploration, production, and refining, as well as expansion of the 3 government-owned integrated steel plants.

With procurement tied to the lending countries, U.S. exports of investment goods for these industries are largely precluded. New opportunities for U.S. exports in these fields may develop, however, as plans progress on the proposed fourth government-owned integrated steel plant at Bokaro, for which U.S. aid may be considered. Various new petroleum projects may also provide new U.S. opportunities.

The salutary effects on U.S. exports of the new tied procurement policy for AID loans was reflected in the 1960 and 1961 export figures. Under this policy, the large-scale U.S. aid program for the third plan represents a major vehicle for U.S. exports.

Under its first year commitment the U.S. has so far announced loans totaling $533.2 million—$313.2 million in project loans and $220 million for non-project imports. Over half the project loan total, or $154.7 million, is for thermal and hydroelectric power projects, while a loan of $43 million will finance imports of U.S. diesel locomotives.

Machinery for coal mining and coal washeries, construction and excavating machinery, machinery and equipment for the fertilizer industry, pulp and paper making machinery, and other industrial machinery and equipment also will afford significant export opportunities under this project financing.

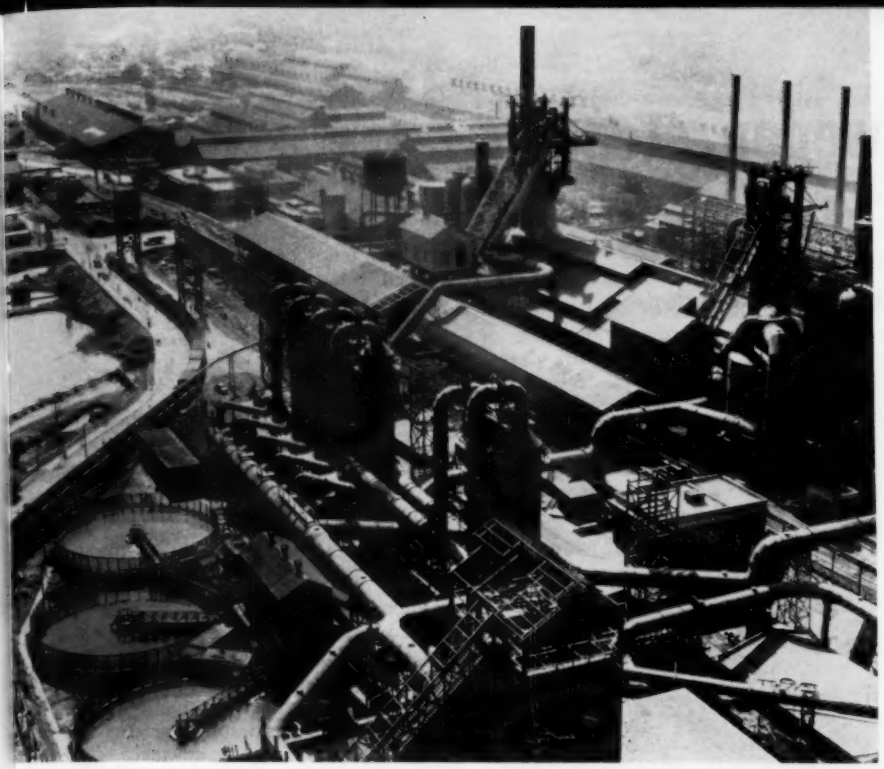
The $220 million in non-project imports will cover Indian imports of U.S. nonferrous metals, synthetic rubber, tire cord yarn, carbon black, wood pulp, sulfur, calcined petroleum coke, auto and truck components and spares, cellulose acetate, phenol, styrene monomer, machine tools, compressors, rollers for steel plants, and other general purpose components and materials.

U.S. exports to India in 1962 should reflect a sharp increase in aid-financed shipments. The firm advance aid commitment for the first 2 years of the plan enabled India to establish a licensing pipeline in 1961. As expected, the goods covered by these licenses started to move in volume in the second quarter of 1962, when U.S. exports of manufactures and industrial raw materials jumped to $128.4 million, from $65.6 million in the first quarter.

Nearly all the increase was accounted for by machinery and vehicles (from $21.6 million to $63.6 million), metals and manufactures (from $20.6 million to $32.8 million), and chemicals and related products (from $5.3 million to $10.8 million), the 3 major categories of goods covered by U.S. development loans.

Other chances for U.S.

Bidding in international competition on projects financed by the World Bank and its affiliate, the International Development Association (IDA) offers further potential for U.S. exports. So far in the third plan these agencies have made loans of $50 million for railway development, $60 million for highway development, $54.5 million for the coal mining industry, $56.5 million for irrigation projects, $39 million for port development, $18.5 million for electric power projects,



STEEL SINEWS: Part of the Tata Steelworks at Jamshedpur, India, with the gas clearing plant in the foreground. New opportunities for sales of steel-making equipment would result from possible U.S. aid in building the proposed government-owned integrated steel plant at Bokaro (World Bank Photo)

$42 million for a telecommunications project, and $20 million to an Indian development bank for relending to private industry.

Finally, there are the imports of some $7.5 billion which India must finance from its own exchange earnings. For the most part, these imports will be the replacement machinery, components, spares, and industrial materials which constitute India's maintenance imports. Petroleum and products, machinery and transport equipment, chemicals (including fertilizers), and iron and steel products and non-ferrous metals will account for nearly three-fifths of these imports.

Machine tools offer a particularly good opportunity for U.S. exports. Targeted production of $63 million in tools by the end of the plan would still cover only half of India's estimated requirements.

It is this area of competitive bidding that poses a challenge to U.S. exports. The U.S. exhibit at the Indian Industries Fair held from November 14, 1961 to January 10, 1962 proved that interest runs high among Indians who are exposed to American equipment.

Indian buyers stood ready to take all the items in the exhibit provided the Government granted the import licenses. Since the products displayed were carefully tailored to third plan requirements, they met basic licensing requirements.

This is an important lesson for U.S. exporters. If the goods do not fit plan requirements, there is little chance of selling them, since foreign exchange would not be made available for the imports. But if they do, and the terms are right, the potential is great.

The price differential may in some cases continue to impede U.S. sales, but as India's technology progresses and it becomes better able to utilize sophisticated U.S. equipment to its full potential, the initial cost factor will have decreasing importance. With a genuine sales effort, U.S. producers should be able to capture a bigger share of this growing market.

Investment interest rising

Investment in India is another means of selling U.S. goods. In recent years the Indian Government has actively encouraged an inflow of foreign private capital in the form of investment goods and technical know-how into industries which will promote India's economic development.

Its industrial and tax policies contain a number of incentives to private investment, and these apply equally to foreign and domestic capital.

There is a particular interest in attracting U.S. investment with its highly advanced technology. An Indian Investment Center has been established in New York, the first of several planned in foreign countries, to help promote the flow of investment capital to India.

More and more foreign businessmen are overcoming India's import restrictions and gaining access to this market by manufacturing their products in India. The number of foreign investment schemes approved annually by the Indian Government increased from 17 in 1956 to 400 in 1961.

Investment activity continued at a record level in the first half of 1962, when 259 agreements were approved. U.S. firms were involved in 68 of these agreements in 1962, 46 on a licensing basis and 22 on an equity basis, as compared with 75 agreements in all of 1961.

Many businessmen complain about the time and difficulty involved in getting Indian Government approval of investment proposals. The screening process is indeed tedious and time consuming, but the Government is earnestly trying to oil the wheels.

To get the deal he wants, the prospective investor must be prepared for some hard-headed negotiating.

He must also go into the negotiations with a good deal of patience, but once he is in, he can look to the future with optimism. With a population of 450 million and prospects for continued growth, India is potentially one of the greatest mass markets in the world.

Japan's planners modify growth rate prediction

The Economic Planning Agency (EPA) has made a major modification of its January growth rate estimate for Japanese fiscal year 1962 (April 1962-March 1963). The original calculation estimated a gross national product (GNP) growth rate of 5.4% in both real and nominal terms, while the new projection looks for an increase of 6% in nominal terms but only 4.5% in real terms.

The decrease in the estimated real growth rate stems from an anticipated rise in consumer prices from the previous estimate of 2.8% to about 5%. The new GNP forecast is $51.4 billion compared with the earlier estimate of $49.1 billion, with mining and manufacturing expected to increase about 4% instead of the 5.5% previously estimated.

Capital equipment investment may decline from the earlier projection of $10.3 billion to $9.9 billion, while inventory investment is expected to double from about $972 million to $1,944 million, despite a probable 13% increase in consumption expenditures.

U.S. sales to Sweden steady despite growth slowdown

Aircraft sales pace slight rise in exports to Sweden; industrial outlook mixed; output growth rise stops

By the end of the second quarter it was evident that the rate of expansion in Sweden had slackened and that economic activity was levelling off. At the same time, an inflationary cost-price spiral was rising.

Foreign demand for the export products of the forestry, iron and steel industries continued weak. Mounting inventories in pulp and paper mills forced producers to cut output.

By the end of the quarter iron and steel mills were experiencing a decline in domestic orders and announced plans to curtail production during the third and fourth quarters. Further, industry on the whole was undergoing a tightened squeeze on its profit margin by the increased labor costs stemming from substantial wage and salary increases negotiated in early spring collective wage agreements.

Despite weakened markets for some export sectors, the overall export performance for the first half-year was very satisfactory, showing an increase of almost 9% over 1961, contributing largely to a substantial increase in gold and foreign exchange holdings. Imports increased at a slower rate of a little above 6%.

Trade with U.S.

U.S. statistics show that exports to Sweden totaled $130 million (f.o.b. value) during the first half of 1962, compared with $128 million in the same period of 1961. Imports into the U.S. from Sweden during the period were valued at $87 million (f.o.b. value), compared with $69 million in the same period of 1961.

Increased exports of aircraft and parts contributed heavily to the 1962 rise in exports. Other major export groups which showed increases were vegetable products, certain machinery and vehicles, and chemicals.

Shipments of tobacco, metals and manufactures, power generating machinery, construction machinery, office machinery, metal cutting machinery and machine tools were lower than in 1961.

The rise in imports from Sweden was due chiefly to larger shipments of paper base stocks, metals and manufactures, automobiles and parts, and machinery.

Swedish overall foreign trade figures for the first 6 months of 1962 show total imports of $1,520 million (7,878 million crowns) compared to $1,431 million (7,414 million crowns) for the same period of 1961, while exports amounted to $1,435 million (7,451 million crowns) in 1962, up from $1,322 million (6,850 million crowns) for the same period in 1961. The trade deficit fell to $82 million for January-June 1962 from the $109 million registered for the first half of 1961.

Imports increased at the rate of 6.3% over the 1961 period, while exports increased by 8.8%.

The largest import increases occurred in machinery and transportation equipment, which increased by $56.9 million. The number of passenger automobiles imported climbed to 69,628, representing a value of $81.5 million, compared to 65,355 cars worth $70.3 million in 1961. Imports of yarn and textiles, fruits and vegetables also showed marked increases. Iron and steel imports fell about 4% in volume and about 10% in value.

Although pulp and iron ore exports fell by $18.3 million and $15.2 respectively, their decline was more than offset by increases in exports of machinery, ships and automobiles. The number of passenger cars exported rose to 36,495, as against 29,303 through June 1961.

The trend of industrial production presented a widely diversified picture during the second quarter, with the continued vigor displayed in some sectors partially offsetting setbacks in others. The upward curve of industrial production, however, seemed to have flattened out completely, with the seasonally adjusted general index remaining unchanged at 288 for April and May.

The situation during the second quarter was one of clear-cut recession in several prominent export industries, whose order books were contracting and foreign markets deteriorating. Moreover, some industries producing primarily for the home market, including textiles, shoes and leather products, were running into serious foreign competition, and their chances of substantially improving their position during the remainder of 1962 seemed rather remote.

The food processing, machinery and engineering industries, as well as some branches of woodworking, notably precut houses and furniture, registered the most significant output advances over first-quarter levels, and these sectors are expected to be the most expansive during the remainder of 1962. This is particularly true of the motor vehicle engineering field, into which there has been a steady inflow of new orders, especially for passenger automobiles.

Due to anticipated cutbacks in several other major industries, however, no upturn in the general level of industrial production is foreseen for the months ahead.

Iron ore production

Following a seasonal dip in mining operations during April, iron ore production was stepped up during May and June to bring total output for the second quarter to almost 6 million metric tons. Although somewhat short of the all-time high attained during the first quarter of 1962, second-quarter output compared favorably with the average quarterly rate during the 1961 peak production year. Mine shipments of ore, on the other hand, were not quite up to 1961's record levels, and this caused some accumulation of ore inventories held by iron mines. By the end of May 1962, aggregate mine ore inventories had swelled to 5 million metric tons, the highest level in several years.

Steel activity, which showed signs of slowing down early in 1962, eased off further during the second quarter and became distinctly slack toward its end. Second-quarter iron and steel production declined somewhat from the high first-quarter level; mills reported flagging

Did you know?

. . . . . that exporters who ship via Canada to a third country must present an authenticated copy of the U.S. Shippers Export Declaration to Canadian Customs authorities at the Canadian port of entry.

The document may be obtained by submitting an additional copy of the Declaration to the U.S. Collector of Customs at the port of exit and requesting that it be authenticated.

sales and shipments of finished products, and there was a further contraction of orders.

Moreover, sales prices for finished steel mill products remained weak and prices declined further on some items. As a result, producers were forced to accept a further squeeze in already narrow profit margins.

Although consumption of most steel items continued at a fairly satisfactory rate during second quarter 1962, new steel purchases by merchants and consumers were on a reduced scale—a factor attributed mainly to caution in making new commitments and continued destocking activity in some steel-consuming sectors. Indications point to a curtailing of steel output and adjustment of production schedules to meet the needs of a smaller market, both in Sweden and abroad.

Pulp and paper

The quarter brought little relief to the hard hit pulp industry. The recession in Sweden's pulp industry seemed to have become more accentuated during the first half of 1962, mainly because the steady increase in pulp productive capacity and mill operating costs (especially for pulpwood and labor) has occurred while export orders are dwindling, shipments are lagging, mill pulp inventories swelling, and pulp selling prices extremely depressed.

Pulp producers in Scandinavia and Finland, despite some improvement in export sales during June, have been discussing the feasibility of undertaking a further collective cutback in pulp output over and above that decided late in 1961. No final decision on this measure has been reached. During the first 5 months of 1962 Swedish pulp exports were valued at $125 million dollars, nearly 15% less than exports recorded for the same period of 1961.

During the second quarter it became increasingly apparent that Sweden's paper industry, which is largely dependent on West European markets, would be very hard hit unless some form of association were soon established between Sweden and the European Economic Community. Large new additions to newsprint and kraft paper capacities have been made, or are planned, in anticipation of substantial gains in export trade, particularly with Western Europe.

Sweden's lumber industry, during the second quarter, seemed to be recovering from the doldrums of late 1961, when business was generally slow and export sales of sawn wood for 1962 delivery were low. Recent reports indicate that sawmill operations stepped up during the second quarter, with lumber sales and shipments reaching levels not much below normal for that time of year.

Lumber prices, however, remained unsatisfactory to producers in view of their increased costs resulting from higher wage rates and raw material prices.

Shipping

The relatively weak freight market of recent years doesn't seem to have adversely affected activity in Sweden's shipbuilding industry. For the second quarter of 1962 the industry reported continued brisk activity at all leading yards, with enough new construction orders on hand to keep them busy for some years ahead.

An exception to the general rule, however, was the small and medium-sized yards, which were having difficulty finding enough work to keep their labor force occupied. During the past year activity at these yards has become increasingly confined to building small specialized craft and to ship repair and maintenance work.

A noteworthy development in shipping was the hardening of tanker freight rates which, since the end of the Suez crisis, have yielded extremely poor returns for ship owners. The almost uninterrupted decline in tanker rates in recent years seemed to have been checked during the second quarter of 1962, when an improvement in demand for tanker tonnage pushed rates about 17% above the level of the corresponding 1961 period.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

Wage negotiations

The wage negotiations which dominated the first quarter of 1962 resulted in agreements during April. May and June saw the aftermath: intense concern with price developments in the wake of wage increases; a lively debate on wage-price policies including the wage drift; and the conclusion of a few remaining wage agreements on patterns established earlier.

Full employment continued during the second quarter, with a better balance between labor supply and demand than in 1961 because the demand was lower. The number of job vacancies registered with employment agencies in mid-June was 10% below last year's.

Manpower shortages were less acute, but unfilled vacancies for skilled workers are still causing difficulties in some industries, notably the machine industry. Unemployment declined seasonally, but was slightly higher than in the second quarter of 1961.

Economic policy

During the last 2 months of its spring session, the Riksdag approved several items of economic legislation. It passed a bill authorizing Sweden to participate in the International Monetary Fund's new Stand-by Fund to the amount of $96.5 million.

Also approved were bills establishing 2 new credit institutes whose capital is to be provided jointly by the State and commercial banks. The first, *AB Exportkredit*, will extend long-term export credits beyond the scope of commercial banks to such enterprises as shipbuilding yards; the second, *AB Foretagskredit*, will extend long-term credit to small and medium-sized business concerns.

The law enabling the Government to exercise foreign exchange controls was also extended for another year, until June 30, 1963.

On May 26 the Riksdag approved the new International Assistance Bill providing for aid expenditures of $25 million during the 1962/63 fiscal year, compared with $10 million during the 1961/62 fiscal year, and representing a considerably expanded aid effort on Sweden's part.

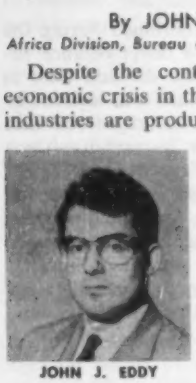
Sweden's application for associate membership in the European Economic Community was acknowledged by the EEC Council in May and Sweden made her opening statement before the Council on July 28.

Congolese margarine and soap industries prospering; turning to U.S. suppliers

Leading firm has almost tripled output of edible fats and oils since independence; U.S. equipment ordered

By JOHN J. EDDY
Africa Division, Bureau of International Programs

Despite the continuing political and economic crisis in the Congo, many local industries are producing at capacity and would like to expand. A good example of a Congolese industry which has steadily accelerated production and sales over the past several years is MARSAVCO (Societe des Marginers et Savonneries Congolaises), a firm which manufactures soaps and edibile fats and oils.


JOHN J. EDDY

MARSAVCO has proved one of the Congolese success stories since independence according to the U.S. Embassy in Leopoldville. Restrictions on imports combined with increased purchasing power among the Congolese have given a tremendous impetus to the sale of the company's products. From 1959 to 1962 (projected), for example, production of soap increased from 8,000 to 12,000 metric tons. During the same period, the firm's output of edible fats and oils climbed from 1,700 to 4,500 metric tons.

Soap products include laundry soaps, toilet soaps and medicated soaps. Edible products include margarines, cooking oil, and cooking fats. Although soap manufactures dropped off in 1960, reflecting the disruption of activities immediately following independence in July 1960, production had more than recovered the pre-independence level by 1961, and in 1962 output will have increased by 50% over the pre-independence level.

Production of edible fats and oils has steadily mounted and in 1962 is almost 3 times the volume of pre-independence output. The market for MARSAVCO commodities continues to expand.

The firm has a large expansion program underway, financed by its earnings. A soap powder factory is being constructed in Leopoldville. The building should be completed in November 1962, and the machinery should be installed and in operation by February 1963.

Before independence, the Congo imported about 2,000 tons of soap powders and detergents. The new factory will produce about 1,500 tons per annum, with the possibility of increasing output to an annual rate of 2,000 tons.

Production of a line of toilet accessories bearing the label "Tango," including talcum powder, hair creams and lotions is scheduled to get under way in the last quarter of 1962. The annual manufacture of about 30 tons of Gibbs and Pepsodent toothpaste is also to commence shortly. By 1964, a plant for the production of cleaning powders will also be in operation.

MARSAVCO was founded in the 1920's in Leopoldville as an early effort by the UNILEVER interests to develop local industrial uses for Congolese raw materials. The chief commodity used by the firm is palm oil, which it obtains from the Unilever Plantations in the Congo. Current annual consumption of local products by MARSAVCO totals 9,600 metric tons of palm oil, 2,400 metric tons of peanut oil, and 600 metric tons of cotton seed oil.

MARSAVCO products are consumed locally. The only significant export is approximately 200 metric tons of glycerine, a byproduct of soap manufactures, which has recently been sold to Japan. Goods manufactured by the company reduce the need for purchases abroad, and on that basis the firm has made its case for obtaining the imports necessary for its operations.

The Leopoldville plant uses about $1 million of imported materials a year in its local manufacturing operation. In the past, these materials came almost entirely from Europe. Because of the Congo's shortage of foreign exchange and the availability of American import assistance to the Congo through the United Nations, MARSAVCO is shifting to procurement from the U.S. Continuing difficulty has been experienced in obtaining licenses for supplies required from abroad. Stocks are drawn down, and production is restricted by the shortage of packing materials.

A priority requirement is for a new Volator, a U.S. margarine production unit which is on order, but the license has not yet been approved. The new equipment would permit an increase in margarine production and better maintenance of existing equipment, which has been operating continuously on a 24-hour basis.

The firm has pursued a vigorous policy of Africanization of its executive staff. Out of 15 section heads, 7 positions are occupied by Congolese, and the company has an in-service training program for its employees.

MARSAVCO has increased its production and employment since independence, and by plowing back its profits (which under current foreign exchange controls are not transferable) is steadily expanding its investment in the Congo.

Capitalized at 40 million Congolese francs ($615,000), the firm's assets are currently estimated at 200 million Congolese francs ($3.077 million). Annual sales amount to about 400 million Congolese francs ($6.15 million).

Despite licensing delays the company has had a remarkably successful operation, and this is not a unique example. The experience of MARSAVCO is typical of many Congolese enterprises which have managed to operate with considerable success despite the period of economic trouble through which the Congo is passing.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

Clothing industry organizes first "Do-It-Yourself" trade mission to W. Europe

Try to increase current 1% share in men's and boy's wear market; industry, labor, government participate

Leaders of the American clothing industry will visit the Common Market this fall in the first "Do-It-Yourself" trade mission in U.S. history, Secretary of Commerce Luther H. Hodges announced recently.

The Secretary said the industry-financed mission will spend 1 month conferring with businessmen in the 6 "Common Market" countries and England in an effort to boost the U.S. share of the men's and boy's wear market in Western Europe. American manufacturers now supply less than 1% of this market.

Secretary Hodges praised the American Institute of Men's and Boys' Wear and the Amalgamated Clothing Workers of America, which worked out details of the mission in cooperation with the Department of Commerce.

New concept

"The Do-it-yourself trade mission concept," he said, "represents a promising new avenue to increased profits and fuller employment for American industry, and toward a solution of the U.S. balance of payments problem. It is an example of the kind of activity that can be generated when industry, labor and government work together toward common goals. It is business statesmanship of the highest order."

Saluting the men's and boy's wear industry's initiative, Secretary Hodges said: "American firms in this field currently supply less than 1% of the EEC-UK market. But the increasing consumer buying power of Western Europe, coupled with the new thrust toward freer trade generated by passage of the President's trade expansion program, suggest that our share of this market might be substantially increased in the future. The U.S. men's and boy's wear industry is determined to learn how."

The group has been tagged a "Do-it-yourself" mission because, unlike traditional trade missions sponsored by the Commerce Department, its members will be selected by the industry itself, and will pay all of their own expenses, including travel, meals and lodging.

Like government-financed missions, the "Do-it-yourself" group will receive a week-long briefing in Washington prior to departure for Europe. A Commerce Department specialist will precede the mission overseas to set up hundreds of appointments for its members with European businessmen, then act as advisor to the mission until its return to the U.S. Mission members have not yet been selected, nor has a firm departure date been set.

Draper Daniels, National Export Expansion Coordinator, said "we often hear the complaint that the combination of high wages at home and high tariffs abroad makes it impossible for U.S. producers to compete effectively. Yet sometimes we discover that the fault lies in an industry's failure to grasp the needs of its overseas markets, or the nature of its overseas competition, or in its failure to do the kind of imaginative, aggressive selling job that made it successful domestically. The men's and boy's wear manufacturers of the U.S. are determined not to lose future markets by default."

He emphasized that the government welcomes discussion of "Do-it-yourself" trade missions with other industries. "The international trade resources of the entire government are at the disposal of any reputable business group interested in protecting its profits and its jobs in the new market of the Western world," Mr. Daniels said.

FREE RHODESIAN ROOM

The Municipal Council of Ndola, Northern Rhodesia, has offered to provide accommodation to American businessmen attending the city's "Open Days" celebrations this coming April.

The program is scheduled to include visits to local industries and public utilities, as well as film exhibitions of the area's economic potential.

For further information, businessmen may contact the office of the Ministry for Rhodesia and Nyasaland Affairs of the British Embassy in Washington. The address is 2852 McGill Terrace, Washington 8, D.C. Phone: HU 3-4468.

2 Europeans lose U.S. export rights

Belgian and Frenchman shipped earth-moving equipment to Reds

Louis Vanderveken and his firms, E.M.M. (Equipement et Materiaux Modernes), Minexi, Societe Commerciale d'Afrique (SOCODA) and Programm-Automation (Societe Anonyme), of Antwerp, Belgium, have been denied U.S. export privileges for an indefinite period for unauthorized shipment of U.S.-made goods to Soviet bloc nations, the Bureau of International Programs, U.S. Department of Commerce, has announced. The Bureau also continued unchanged an order of December 1, 1961, temporarily denying export privileges to Yvon Le Coq of Lens, France.

The indefinite denial order against Vanderveken, effective October 9, 1962, superseded a temporary denial order issued during the Bureau's investigation of the trading activities of Vanderveken and Le Coq.

Vanderveken and Le Coq associated together to buy U.S.-made agricultural and earth-moving equipment for delivery to Belgium, but instead of selling the goods for use in Belgium, they illegally transshipped the equipment to Soviet bloc nations.

The denial order prohibits Vanderveken and his firms, and their successors, from ordering, buying, or receiving any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no export or related services involving U.S. goods may be performed for them by any person or firm.

French industrial growth rate slows in 2d quarter

Automobile industry production record is exception; chemical sector's exports grow; home appliances off

Although French industrial production has continued to expand rapidly during the second quarter of 1962, the rate of growth was not equal in all industrial sectors. As a result, French businessmen are less optimistic now than they were at the beginning of the year in assessing the business outlook, according to the American Embassy in Paris.

In general, new orders and applications for building permits are declining. Some previously lagging sectors such as steel, however, are registering increases in orders and consumers are buying briskly. While unusually cool and inclement weather hurt sales of seasonal summer goods, standard items sold well and total sales of Paris department stores were up 12.5% in the first 6 months of this year compared with the same period a year ago.

The automobile industry was the standout performer during the second quarter, exceeding the production record set in 1960. Output for the first 6 months was 17% above that for the same period in 1961, reaching 762,843 vehicles.

French consumers are expected to buy 805,000 new automobiles this year, or 16% more than last year. Exports, accounting for over 40% of production, are up 11.5% over the 1961 rate although shipments to the franc zone declined by 25%.

Sales to the U.S., Germany and the United Kingdom have been particularly good while exports to Algeria have virtually ceased.

Automotive imports continued the strong upward trend noted in the latter part of 1961, and sales of vehicles produced by European affiliates of American companies are very strong.

Chemical products, especially organic, shared growth leadership with the auto industry as foreign trade in pharmaceutical products increased significantly in both directions. The French chemical market continues to be important to American exporters and investors.

The general outlook for sales of industrial equipment remains favorable, although demand is rising at a lower rate than during 1961. This change of pace is due to delayed orders by the nationalized industries and a decline in the self-financing ability of heavy industry as rising costs and competition narrow profit margins.

Sales of household appliances continue to be somewhat depressed due to increased foreign competition and the effect of bad weather on demand for refrigerators.

While orders for steel are growing because of the resurgence of the automobile industry, the Government, on August 4, authorized steel price increases from 3%-5% to relieve that industry's profit situation. French steel prices, however, remain below American prices and the increase is not likely to lead to increased imports of U.S. steel.

D.C. firm to study Morocco's investment potential

A study announced recently by the U.S. Agency for International Development (AID) is designed to stimulate private investment in the further industrial development of Morocco.

In announcing the program, AID officials reported the awarding of a $185,000 contract to the Porter International Company of Washington, D.C., to conduct the study in the North African nation.

The Porter firm will make studies and surveys on industrial growth possibilities in several sectors of the Moroccan economy, specifically the existing canned fish, canned fruit and vegetable, and light metals industries.

Another aspect of the contract involves a study of the general industrial development potential of the country's Marrakesh Province. This will be performed in connection with other technical assistance provided by AID, such as in the field of mining.

In both parts of the program, consulting firm representatives will consider present development of the industries, future possibilities, and requirements to promote investment by both Moroccan and foreign capital.

European textile output up 1%

Cotton goods off, while silk and synthetics gain briskly

The European textile industry, after a sharp upward movement in 1959 and 1960, increased production by only 1% in 1961 according to the Business & Defense Services Administration. Production varied slightly by country, showing greatest annual increases in Belgium (10%); Greece (5.5%), and Austria (4.4%) and slight decreases in the U.K., France and Italy.

Production varied by sector: cotton goods fell somewhat; wool and rayon fiber industries maintained the same pace as in 1960; while synthetic fibers and silk showed distinct improvement. The clothing and hosiery industries especially benefitted from the rise in consumer incomes,

Although textile production has expanded relatively more slowly than the general European economy during the last few years, investment has risen to become comparable with that in the manufacturing sector. A serious effort has been made to renew out-of-date capital equipment, and striking advances are to be found in the man-made fibres, wool and hosiery sectors.

During the first part of 1962, production remained at 1961 levels. Capital modernization continued at a high rate, increasing the problem of locating and training skilled workers.

For the second part of 1962, some uncertainty in the cotton industry is expected, but the situation in the other sectors will probably remain at the present satisfactory level.

Maine exporting more hatching eggs and chicks

Maine hatcheries scored a substantial increase in the number of foreign lands importing Pine Tree State hatching eggs and baby chicks during fiscal 1962.

The Foreign Trade section of the Maine Department of Agriculture said today 13 foreign destinations received 17,216,475 hatching eggs and chicks, in contrast to only 5 importing from Maine during the year ending June 30, 1961.

Venezuela remained the largest importer of Maine poultry stock, taking 8,206,192 hatching eggs and 1,500 chicks.

Eximbank lends Pakistan $11.9 million for diesels

The Export-Import Bank of Washington has announced authorization of a $11.9 million loan to the Government of Pakistan for the purchase of U.S. diesel locomotives. Eximbank President Harold F. Linder said the loan will be used in connection with Pakistan's 5-year railway development and rehabilitation program.

The order for U.S. rolling stock includes 64 diesel electric locomotives and spares. The Pakistan Western Railway will receive 44 broad gauge diesels, 22 of 1330 horsepower and 22 of 2000 horsepower. The Pakistan Eastern Railway will receive 20 meter gauge locomotives of 1000 horsepower.

The American Locomotive Company will supply the broad gauge diesels, and the General Motors Company will supply the meter gauge engines. Both contract awards were made after bids from 3 U.S. firms were considered by the Pakistan Railway Board.

The diesel locomotives acquired through the Eximbank loan will enable Pakistan to replace outdated and costly steam engines and better meet constantly increasing traffic demands resulting from over-all economic development programs within the country.

U.S. commodity imports jumped 3% during August

The Census Bureau has announced that U.S. imports for consumption rose from $1,328.3 million in July to $1,370.7 in August, an increase of about 3%. The rise reflected increases in every commodity class except manufactured foodstuffs.

The August totals were about 8% higher than the August 1961 total of $1,266.7 million.

For the first 8 months of 1962, consumption imports amounted to $10,674.6 million, about 13% ahead of the total for the same period of 1961.

Crude material imports rose $24.5 million to $301.2 million; finished manufactures jumped $15.9 million to $504.9 million; crude foodstuffs were up $3.6 million to $136.1 million; and semimanufactures nudged ahead $1.2 million to $280.7 million.

On the other hand, manufactured foodstuff imports slipped $2.9 million to $147.8 million.

U.S. exports of steel mill products climb 53%, imports dip 5%

Canada remains leading market, followed by Pakistan and India, BDSA reports, comparing new figures for August with July sales

U.S. exports of steel mill products in August totaled 214,000 tons, a 53% increase over July, while imports dropped 5% to 375,000 tons, Business & Defense Services Administration reports.

August exports were 74,000 tons over July and 64,000 tons over August a year ago, bringing the total for the first 8 months of this year to 1.3 million tons. This figure topped the 1.2 million tons exported in the same period last year.

If demand holds, 1962 exports will exceed the 1961 total.

Exports of sheet and strip, tin mill products and semifinished steel dominated the export market in August and accounted for 67% of the total.

Canada remains the leading foreign market for American steel products, taking 196,000 tons or 18% of total exports in the first 7 months of 1962 (latest compiled data). These figures were lower than for the same period of 1961.

Significant increases

Sales to Pakistan and India increased significantly from last year, rising to 162,000 tons and 109,000 tons, respectively, for the first 7 months of 1962, making these countries our second and third largest markets for steel products. Exports of steel, especially to India and Pakistan, continue to be boosted by AID-financed purchases.

The imports of 375,000 tons in August were 20,000 tons below July. Among the major products a drop of 20,000 tons in wire rods, 8,000 tons in heavy structural shapes, and 10,000 tons in bar-size shapes more than offset increases of 8,000 tons in reinforcing bars and 12,000 tons in welded pipe and tubing.

Total imports of steel mill products in the first 8 months of this year were 2.8 million tons—only 338,000 tons below the total imports for 1961—thus indicating a probable import total this year in excess of 4 million tons. This would be second only to the alltime peak of 4.4 million tons imported in 1959, a strike-affected year.

Imports of sheet and strip, which are becoming an increasingly larger proportion of the total, reached a new high of 37,000 tons in August and represented 8.5% of total imports for the first 8 months of 1962, against 5.4% for all of 1961.

Belgium - Luxembourg remained the principal source of imported steel with 828,000 tons or 34% of total imports for the first 7 months of this year.

Japan was the second leading supplier providing 509,000 tons, or 21% of total steel imports for the first 7 months of 1962. West Germany, with 12% of the total, Canada, France, and the United Kingdom supplied most of the balance.

August exports slip 4% from July

Unadjusted figures are higher than July, however; 8-month totals running 5% ahead of 1961

The Census Bureau has announced that total seasonally-adjusted U.S. exports during August, excluding military grant-aid shipments, dropped 4% from July's figures down to $1,651.6 million. However, exports dropped only a little over $8 million, or ½%, below last August.

Unadjusted export totals, excluding military grant-aid shipments, were 1% higher than during July, and were more than 2% ahead of August 1961.

For the first 8 months of 1962, seasonally adjusted exports of foreign and domestic merchandise, again excluding military grant-aid, were running at an annual rate of $20.9 billion, about 5% ahead of the rate a year before.

Declines in exports of 4 of the 11 major commodity groupings more than offset gains in the 7 remaining groups during August. Decreases occurred in exports of machinery and vehicles; textile fibers and manufactures; edible animals and animal products; and vegetable food products and beverages.

The most notable increases were in exports of metals and manufactures, except machinery and vehicles; nonmetallic minerals; chemicals and related products; wood and paper; and inedible vegetable products except fibers and wood.

Committee reports on keeping U.S. goods competitive

Urges labor and management to be aware of U.S. position in international market

The President's Advisory Committee on Labor-Management Policy has submitted to the President a report on "Policies Designed to Ensure that American Products are Competitive in World Markets."

The Committee makes a number of recommendations to help increase our export trade: designing and pricing of products for foreign markets, improving facilities for export financing, establishment of voluntary labor-management committees, measures to increase participation of small business in world trade, and intensified efforts to persuade other countries to remove discriminatory restrictions on American imports and subsidies for foreign export industries.

The report calls for a constant reexamination of Federal laws and policies dealing with agricultural exports, restrictions on imports of raw materials and fuels, and U.S. tax structure, insofar as they affect our world trade position.

The Committee notes the need for increased productivity. It further states that "Labor in formulating wage policies and other proposals affecting costs, and management in formulating wage, price, profit and investment policies, should bear in mind the need for overall price stability and for improvement of the U.S. competitive position in international markets."

This is the third report prepared for the President by the Committee. Previous reports dealt with Automation and Collective Bargaining.

New York firm will study Pakistan's power setup

A New York City consulting firm, Ebasco Services Incorporated, will assist the Government of Pakistan review that country's electric power situation under terms of a $274,000 contract with the U.S. Agency for International Development (AID).

The American firm will be working with a Pakistan power commission established specially for this study, and they will prepare a report to the government on the feasibility of establishing regulatory agencies over the power operations.

Chicago firm to renovate Afghan power plant

The Harza Engineering Company of Chicago has been awarded a $115,125 contract to perform services at a power plant in Afghanistan.

The Agency for International Development (AID) contract calls for an engineering investigation, repair, and rehabilitation of the Kandahar Diesel Power Plant in Afghanistan. This work will take place during the second phase of an existing $1,338,390 contract with Harza for engineering, design, procurement of materials, and supervision of construction on hydro-electric power facilities at Pakistan's Arghandab Dam.

Under such AID technical assistance projects, American firms and institutions receive service and supply contracts which keep approximately two-thirds of aid dollars in the U.S. economy.

2 U.S. firms sell boiler-generator unit to Spain

$4.1 million Eximbank loan pays for purchases from Westinghouse and Babcock and Wilcox firms

The Export-Import Bank has arranged credits of $4.1 million for Gas Y Electricidad, S.A. (GESA) a Spanish Government power utility located at Palma, Majorca, to purchase U.S. steam driven electricity generating machinery.

GESA will install a boiler-generator unit at Alcudia, Majorca, to help meet steadily rising demands for electrical energy and contribute to economic development on the island. GESA is controlled by the Spanish National Institute of Industry.

The unit consists of a 37,500 kw. generator and an oil fired boiler with auxiliary equipment and spares. The boiler and related items will be supplied by the Babcock and Wilcox Company of New York City. The generator including condenser and circulating water pumps will be furnished by the Westinghouse Electric International Company of New York.

$18.5 million Eximbank loan helps Japan firm buy U.S. steel-making goods

The Export-Import Bank of Washington has authorized an $18.5 million credit in favor of the Kawasaki Steel Corporation of Japan to purchase hot and cold rolling mills and auxiliary equipment in the U.S.

The machinery will be installed in Kawasaki's integrated steel mill at Chiba.

Four U.S. manufacturers of steel making equipment will receive orders from Kawasaki. The United Engineering and Foundry Company of Pittsburgh will supply a 5-stand hot strip mill, on automatic gauge control and spare parts; the Mesta Machine Company of Pittsburgh will furnish a 6-stand cold strip mill, electrical devices and spares; the E. W. Bliss Company of Canton, Ohio, will supply a 2-stand skin pass mill; and the Wean Engineering Company, Inc., of Warren, Ohio, will receive orders for hot and cold shearing lines.

The Manufacturers Hanover Trust Company of New York and the 4 companies supplying the equipment will participate in the Eximbank loan in an aggregate amount of $3.1 million.

The Eximbank credit will enable Kawasaki, one of Japan's largest steel making concerns, to proceed with its fourth expansion program. The latest expansion program will cost an estimated $85 million and will give Kawasaki increased capacity for producing flat rolled steel products. The new production capacity will bring the company's output of finished products and ingot production into better balance.

U.S. announces export control list revisions

Adds 52 commodity classes to positive control list; other class coverages increased

The Commerce Department's Bureau of International Programs has added 52 new commodity classes to the Positive List, and commodity coverage has been increased in numerous other classes.

The export control revisions require that the newly added commodities must have a validated license before they can be exported from the U.S.

Revisions in the Positive List reflect recommendations made by the Coordinating Committee (COCOM), a group of representatives of Free World nations, during its recent reveiw of international security trade controls.

The additions to the Positive List include specific types of the following commodities: electron beam welding and machining equipment; electro-chemical, semiconductor and radioactive devices for the direct conversion of chemical, solar or nuclear energy to electrical energy; equipment for the manufacture of semiconductor materials; equipment for the manufacture of solid propellants; gyros and gyro compasses; radio altimeters; waveguide components, oscilloscopes and other electronic equipment.

Also added are ferritic materials, monocrystalline indium compounds; and certain fluorocarbon compounds and manufactures.

Consistent with revisions in the international security control lists, the Department of Commerce Positive List has also been revised so that import certificates no longer need be filled with license applications to ship some 80 commodities to COCOM countries.

In another announcement, the Bureau also reminded exporters that when they ship via Canada to a third country, they must present an authenticated copy of the U.S. Shipper's Export Declaration to Canadian Customs authorities at the Canadian port of entry. Failure to present the required document will delay movement of the shipment through Canada until the document is supplied.

Details on actions and the complete Positive List are published in the Commerce Department's Export Bulletin No. 867, dated October 4, 1962.

U.S. temporarily denies export rights to Austrian

The Commerce Department's Bureau of International Programs has temporarily denied all U.S. export privileges to Otto Poeschl and his firm, Arga Warenhandelsgesellschaft, of Vienna, Austria, because of apparent flagrant violations of U.S. export controls.

The order was issued pending completion of the Bureau's investigation of Poeschl's procuring and disposition of strategic electronic equipment originating in the U.S. Information indicates that Poeschl obtained the equipment by falsely representing that the goods would be used in Austria, and then unlawfully disposed of them to Soviet bloc destinations.

The denial order prohibits Poeschl, Arga, and all persons and firms related to them, from ordering, buying, or receiving any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal with them or on their behalf with respect to such goods.

New Jersey firm gets extension on Nepal job

The Federal Electric Corporation, located at Paramus Industrial Park in Paramus, N.J., now engaged in a telecommunications project in Nepal, has received an amendment adding $142,108 to its existing contract, the Agency for International Development (AID) announced recently.

The project involves construction and installation of facilities and training operators of the Nepal-India Telecommunications System. The period of the original $95,260 contract between AID and Federal Electric has expired.

Cooley loan to boost Korean food production

The Agency for International Development will lend the equivalent of $153,846 in U.S.-owned Korean currency to the Shinhan Flour Mills Company, to provide additional working capital for the expansion of foodstuff production at Pupyong, Korea.

The "Cooley" loan, named for Congressman Harold D. Cooley of North Carolina who sponsored the amendment to Public Law 480 creating this program, are made in local currencies received by the U.S. Government from the sale of surplus U.S. agricultural products abroad.

Shinhan is an integrated enterprise, comprising a flour mill, a feed mill and a foodstuff plant producing starch, glucose, soy sauce and monosodium glutamate. The food products use materials derived from the Company's flour milling operations.

Alliance helping synthetic rubber plant in Brazil

$3.4 million loan, some equipment to come from U.S.; 3 private U.S. firms give financial aid

A $3.4 million Alliance for Progress loan designed to aid production of synthetic rubber in Northeast Brazil has been announced by the Agency for International Development (AID).

The credit, which supplements local and international capital, is for the Companhia Pernambucana de Borracha (COPERBO), which is building a new plant at Cabo, 25 miles from Recife. The plant will produce annually 25,000 tons of polybutadiene, a synthetic substitute for rubber.

The plant will cost an estimated $33.1 million and will employ 484 persons when it is in full operation. Much of Brazil's rubber must now be imported, and demand has been growing rapidly.

In addition to the AID loan, financial support for the project will come from 3 U.S. firms (Rohm and Haas, Firestone and Union Carbide), the Inter-American Development Bank, and a French group comprising the Comptoir National d'Escompte and Credit Lyonnais.

Brazil's National Bank for Economic Development also is providing credits, and 26% of COPERBO's shares have been subscribed by the Pernambuco state government.

Local costs are estimated at $15.8 million and foreign exchange cost at $17.3 million. Part of the equipment for the new plant will come from a butadiene plant formerly operated by the U.S. government at Louisville, Kentucky. This plant is now being dismantled.

Indian investment field attracts growing number of American companies

Indian Investment Centre head in New York cites major role of U.S. firms in advancing foreign participation in India's top-rated industries

U.S. business corporations are contributing a major share to the swift growth of foreign business participation in India, according to M. Gopala Menon, resident director of the Indian Investment Centre in New York.

More than 60% of the nearly 200 serious investment proposals and inquiries handled by the New Delhi-based organization in the last 12 months originated with American corporations, Mr. Menon said, in speaking at a press conference marking the completion of the Centre's initial year of activities in the U.S.

He estimated current U.S. business investment in India to be over $300 million.

Investment pace rises

Foreign business investment in India's industry increased some 140% in the 11-year period ending with 1959, the last year for which official figures are available, Mr. Menon said. Aggregate investments rose from $537 million in 1948 to $1.3 billion in 1959.

In 1960 and 1961, the rate of investment rose markedly over prior years, preliminary reports suggest. The number of joint ventures receiving Government-of-India approval increased to a record 402 in 1961 from 390 in 1960 and 171 in 1959.

The stepped-up rate of investment indicates increasing confidence in India's capacity for uninterrupted growth and a greater appreciation of the opportunities, facilities and incentives offered by India for successful business operation, Mr. Menon stated.

Since the Centre's branch office was inaugurated last October by India's Finance Minister, Morarji R. Desai, it has helped over 120 American corporations to assess the investment climate and conditions in India and make contact with suitable Indian firms in order to set up joint-venture manufacturing operations.

U.S. firms active

American corporations which have set up plants or recently entered into joint-venture agreements in India include: Bendix Corp., Caltex, Carrier Corp., Corn Products, Electric Autolite, Esso Standard Eastern, Firestone Tire & Rubber, Gabriel Co., Goodyear International, Hewitt-Robins, I.B.M. World Trade Corp. and International General Electric.

Others are Johnson & Johnson International, Kaiser Aluminum & Chemical, Merck Sharp & Dohme International, Mansfield Tire & Rubber, Olin Mathieson Chemical, Parsons & Whittemore, Phillips Petroleum, Rockwell Manufacturing, Sperry Rand, Steel Improvement & Forge, Stein Hall, Von Kohorn International and Westinghouse Electric International.

Several other joint-venture proposals are near agreement, Mr. Menon said. More than 30 U.S. corporations, seeking the Centre's assistance, sent their top executives to India last year for advanced discussions and negotiations.

These companies envisage the establishment of plants in many industries receiving high priority under India's third 5-year plan, including materials-handling equipment, steel forgings and special steels, chemical plants, optical instruments, glass-lined equipment, tires and tubes, insulators and lightning arrestors, wire ropes, generators and ceramics.

The New Delhi office has just published the third of a series of handbooks intended for potential investors. The 80-page publication, "Basic Facts of the Indian Economy," deals with the country's economy, national planning, industrial progress under 5-year plans, opportunities for investment, and India's financial institutions, public finance and external finance. It is available on request from the Centre's New York office whose address is 630 Third Ave., New York 17.

Thumb tack remover license offered by French inventor

A French manufacturer of sliding caliper gages offers a manufacturing license for a newly invented thumb tack remover.

The tack remover is inexpensive to produce and makes tack removal very easy, the inventor says. He is presently discussing the possibility of offering a license to German and Swedish firms.

Additional information is available from the Office of International Investment, Code 1033, U.S. Department of Commerce, Washington 25, D.C.

German firms seek equipment lines

Construction and pipe machinery, oil and petrochemical plant equipment are wanted

Two German firms want to make U.S. products.

❶ A manufacturer is seeking a licensing agreement to produce construction machinery.

It also wants a license to make machinery and molds for the production of concrete pipes.

Write Maschinenfabrik Ettlingen Friedrich Pfeiffer KG, 4-6 Bulacher Str., 7505 Ettlingen/Baden.

❷ A large manufacturer of steam boilers, fire-fighting equipment, and industrial filters wants to manufacture similar, but not identical, products under license from an American firm.

It is interested in mechanical equipment such as vessels, tubular systems and plate work which may be required in the construction of oil refineries and petrochemical plants.

Write Walther & Cie AG, 51 Wolther Str., Koeln-Dellbrueck, Germany.

Development of Rhodesia's steel, pig iron urged

Production for export market favored by Government; new industry study available

A new report from the Ministry of Commerce & Industry, Federation of Rhodesia and Nyasaland, contains information on the possibilities for investment in pig iron and steel production.

The October 8th, August 27th and August 6th issues of INTERNATIONAL COMMERCE carried announcements on investment possibilities in the production of plastic floor tiles, leather tanning, electrical appliances and dry-cell batteries.

The latest report, # 5, is designed to bring the Federation's potential in the iron and steel field to the attention of U.S. investors and industrialists. The report proposes the development of the country's iron ore deposits as a means of securing ore supplies and low-cost pig iron, sponge iron and semimanufactured steel products.

Ores available

Most of the known deposits of high-grade iron ore are in South and North Rhodesia. Only minor deposits are known to exist in Nyasaland.

In addition to iron ore, the Federation also has large varieties of other ores suitable for the production of ferro-alloys — manganese, chrome, cobalt, nickel, vanadium and tungsten.

Iron ore and coal are in relative proximity, it is reported. This factor, combined with the availability of cheap electric power would make the shipment of iron and steel products profitable—a course favored by the Federation.

Inquiries concerning possibilities in this field and questions concerning investments in general should be addressed to the Director, Industries Branch, S. R. Treasury, P. O. Box 8531, Causeway, Southern Rhodesia.

Copies of Report # 5 may be obtained on loan from the Office of International Investment, Department of Commerce, Washington 25, D.C.

Japanese chemical company to open plastics plant in Pennsylvania

First venture of its type under President Kennedy's policy of encouraging foreign-capital investment, Secretary Hodges notes

A Japanese chemical company is making definite plans to establish an expanded polystyrene foam-sheet plant in the U.S., Secretary of Commerce Luther H. Hodges announced recently.

The American subsidiary of the Japanese firm will be known as the Sekisui Plastics Co., with a paid-in capitalization of $500,000.

The new plant will be located in an area of severe and persistent unemployment in eastern Pennsylvania, and will employ about 100 local people. In addition, there will be a small supervisory and technical staff of Japanese under the direction of plant manager Kyoski Nakamori.

First of its kind

Expressing satisfaction at the decision, Secretary Hodges pointed out that this new venture will be the first of its kind under the President's policy of encouraging foreign-capital investment in the U.S.

The project is in line with the Administration's overall effort to improve this country's balance of payments. In addition, by encouraging such ventures in areas of high unemployment, the project helps carry out the Administration's special policies in economically disadvantaged areas.

Possible plant sites were inspected by a 4-man Japanese delegation, headed by Mr. Teruhira Hiroaka, a senior official of Sekisui. The group arrived in the U.S. on August 24, for conferences with officials of the Office of International Investment and the Area Redevelopment Administration of the Department of Commerce, to develop basic U.S. economic and marketing factors.

Later, the delegation toured Pennsylvania, Ohio, Michigan, Kentucky, Virginia, West Virginia and New Jersey. This tour was arranged by the Area Redevelopment Administration, in cooperation with the respective State economic-development agencies.

Sekisui Chemical Company, Ltd., is one of Japan's largest chemical and plastics companies. The decision of the board of directors was made public in Japan by Mr. Jiro Uyeno, president of the company.

Metalworking firms request licenses

Five Luxembourg concerns want to manufacture varied products

The Luxembourg Federation of Industrialists reports that 5 Luxembourg metalworking firms are interested in obtaining licensing agreements from American firms.

American firms interested in establishing contact with these companies may write direct to the Federation at 8 ave. de l'Arsenal, Luxembourg City, Luxembourg.

- Ateliers de Constructions J. Kihn, Rumelange, Luxembourg. Manufacturer of railroad track material, with 80 employees. Interested in producing railroad track material under license.
- Maison A. Berl, 90, rue de Cassange, Luxembourg. Manufacturer of metal furniture, with 30 employees. Wants to produce metal furniture under license.
- Maison Delvaux-Hausemer, Steinfort, Luxembourg. Metallic construction, employs 80 persons. Interested in producing machines and mechanical devices under license.
- Usine Massard, Kayl, Luxembourg. Engineering shop and iron foundry; employs 46. Interested in manufacturing mechanical devices under license.
- SECALT S.A., B.P. 420, Luxembourg/Pulvermuehl. Manufacturer of lifting devices. Has a staff of 107. Interested in producing lifting devices under license.

Varied manufacturing licenses or joint-venture agreements sought by five companies in France

Product group includes specialized machinery, tools, equipment, Stellited parts and chemical products

Five French firms seek arrangements with U.S. companies to manufacture the following products: vending machines, dispensers, tools and equipment; Stellited parts; machinery for wiredrawing, as well as for the glassware and chemical industries, and ironworks; agricultural and viniculture items; and various chemical products.

• A corporation wishes to increase and diversify its lines through licensing by or merger with an American company.

It prefers the following lines: vending machines, dispensers and distributors for liquids, soap and powder, and other products.

It is also interested in light-duty public works and contractors' machinery such as pneumatic tools, compressors, scrapers, and hoisting and lifting equipment.

Write to J. Viriot & Cie., 50 Cours Balguerie-Stuttenberg, Bordeaux (Gironde), France.

• One firm seeks U.S. licensing rights on all Stellited parts, such as valves, cocks and taps.

It manufactures Stellited parts for industrial use, imports stellites and wholesales auto valves.

Write Etab. Le Guellec, 9 rue des Aulnettes, Argenteuil (Seine-et-Oise).

• A manufacturer of machinery for the chemical and ironworks industries seeks licenses for American machinery.

It wants to make machinery for wiredrawing; for the glassware and chemical industries—such as mixers, crushers, and stirrers; and also machinery for ironworks, including cast-iron and slag trucks; and garbage crushers.

Write Constructions Mecaniques O'Toole, 33 ave. Jean Jaures, Chalons-sur-Marne (Marne), France.

• A manufacturer of copper sulfate is interested in a joint-venture and licensing arrangement with an American firm. It wants to expand its manufacturing processes into products used in the field of agriculture and more specifically, viniculture.

For further information, write to Mr. R. M. Dennis, President, La Cornubia, 15 Allees de Chartres, Bordeaux (Gironde), France.

• A manufacturer of chemical products seeks a joint-venture operation in Europe with an American chemical firm.

It produces agricultural fertilizers, insecticides, superphosphates, sulfuric acid and other categories of chemical products.

The company owns and operates 4 factories and employs over 1,000 workers.

Write to Cie Bordelaise de Produits Chimiques, 28 Place Gambetta, Bordeaux (Gironde), France.

License for hydraulic-lift device for trucks offered

A Swedish company offers to license an American firm for the U.S. manufacture of its hydraulic lifting device for fork trucks.

Capacity of the lifting unit is 2,650 or 4,400 pounds. It has a stroke of 4¾ inches and weighs 26 pounds.

Copies of drawings providing technical details about the lifting unit may be obtained from the Office of International Investment, Code 1034, U.S. Department of Commerce, Washington 25, D.C.

Proposed newsprint plant in India requires aid

An Indian State Government wishes to establish a newsprint plant. It seeks collaboration in the form of foreign exchange and technical assistance.

Local capital, power and transportation are reported to present no problems.

Himalayan coniferous wood is said to be available for an estimated input of 200 tons daily.

Current nationwide demand for newsprint is reported to be 100,000 tons a year. This is expected to increase to 150,000 and 200,000 tons in 1964 and 1966, respectively.

Indian domestic production is now about 26,000 tons a year, all from one plant. The balance of Indian requirements are met by imports.

Inquiries should be addressed to the Office of International Investment, Code 4-2621-1, Department of Commerce, Washington 25, D.C.

Brazilian door, window firm seeks U.S. capital

A Rio de Janeiro producer and wholesaler of aluminum windows, door frames and extruded aluminum forms seeks American capital participation.

The firm offers stock in the firm valued at $120,000 which would represent majority control of outstanding shares.

The company was established in 1948 and reorganized in 1952. It has branch houses in São Paulo, Porto Alegre, Salvador and Recife and a factory in Rio de Janeiro.

Write to Metal Window Industry, Belgo-Brazilian Chamber of Commerce of Rio de Janeiro, Ave. Presidente Vargas 417, 2º, andar, Rio de Janeiro, Brazil.

Mineral water bottling plant asked

Joint venture sought by owner of spring in Ecuador

The Guayaquil owner of a mineral spring seeks a joint venture to establish a small plant to bottle and sell a trade name mineral water.

The spring produces 60 gallons of mineral water a minute. The output is sold to a bottler who markets about 2,000 cases of 24 12-oz. bottles monthly in the coastal region of Ecuador.

Soft drinks and bottled water are said to sell well in tropical Ecuador because of the scarcity of many potable water systems.

The trade name involved is listed as the second largest selling mineral water in the country.

The owner believes that his production cost per bottle is high due to current marketing arrangements. He thinks that the spring's location, however, provides an inherent and substantial price advantage and that sales could be increased materially.

Write to the Office of International Investment, Code 2-2086-1. Department of Commerce, Washington 25, D.C.

Surinam controls imports, capital and savings outflow in moves to bolster foreign exchange position

Duties raised on autos, liquor, cigarettes, cosmetics and products competing with local industry, including edible oils, textiles

Surinam, in the face of a rapidly deteriorating foreign exchange position, has moved to restrict imports and limit the outflow of capital and savings.

All imports have been placed under license and a 15% advance deposit must accompany each license application. License applications, in turn, must be filed at the time a foreign order is booked.

In the past, capital remittances and transfers by residents have been under license and there have been rather liberal allowances under general license for travel, insurance, gifts, maintenance, advertising, etc. Certain general licenses have now been revoked and the maximum transfer permitted under other licenses has been reduced.

Luxury duties

Duties have been raised on so-called luxury commodities, such as automobiles, liquor and cigarettes, and on articles which compete with local manufactures, such as edible oils and certain textile products. In the process of tariff revision, the Government has codified a number of modifications and exemptions which had hitherto only been granted on a case-by-case basis, such as previously reduced rates on baby foods.

Cigarettes, passenger automobiles and cosmetics are the principal U.S. exports to Surinam which are affected by the recent tariff increases. In 1961 these commodities together accounted for approximately $650,000 of the total $750,000 in U.S. exports to Surinam which are now subject to higher duties. Since total Surinam imports from the U.S. last year were valued at $16,108,782 freight-on-board, the tariff changes are unlikely to affect more than 5% of current American sales to Surinam.

Autos, cigarettes, cosmetics

The automobile duty has been doubled from 20% ad valorem to 40%. Cigarettes now bear a tariff of .0225 florins (roughly .01¼¢ per piece). The duty on most cosmetics has been raised from 40 to 60% ad valorem, but relative necessities (such as dentifrices, shaving and baby soap and shampoo) in this luxury category are not affected by the raise. In raising import duties on edible oils and household linens, Surinam hopes to encourage expanded domestic production of the oils and assist the local garment industry in diversifying its product. Estimated U.S. exports of these 2 products to Surinam in 1961 amounted to only $6,500 and $25,000, respectively.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington, 25, D.C., or as indicated in individual stories.

Unofficial law

The revisions were made in the Surinam Tariff "Act" of 1957 which has never been submitted to, nor approved by the Staten (Parliament). The changes in the "law" are, technically, amendments to the draft tariff bill. The Ministry of Finance levies and collects import duties under authority of a parliamentary resolution which, in effect, gives the pending tariff legislation the force of law.

A mimeographed statement of the above tariff changes may be obtained from the American Republics Division, Bureau of International Programs, Department of Commerce, Washington 25, D.C., or from your nearest Department of Commerce field office.

Argentina sets up special agency for industry, exports

Unit weighs new moves to surmount growth obstacles

Consideration of foreign investment offers and project applications for special industrial development programs are now the responsibility of Argentina's newly created National Administration for Industrial Promotion, the U.S. Embassy in Buenos Aires reports.

This agency was established by Decree No. 8,037 (August 9), to recommend measures for removing obstacles to the growth and development of various sectors of industry, and to promote exports of industrial goods.

Steel, petrochemicals, etc.

In particular, promotion of the steel, petrochemical, and cellulose industries, and of certain industries in Northwest Argentina and Patagonia, are the desired goals. (See FOREIGN COMMERCE WEEKLY, July 31, 1961, p. 15; Aug. 7, 1961, p. 7; Sept. 28, 1961, p. 20; Oct. 30, 1961, p. 28; and Nov. 20, 1961, p. 27.)

This measure is to achieve a centralized and a coordinated industrial promotion policy and administration. The new administration will have full working responsibility for study and processing of foreign investment applications. The Ministry of Economy will make ultimate policy decisions, and, as before, decrees of approval for foreign investment projects will require the signature of the Minister of Economy.

Formerly, foreign investment applications were received and processed by the Office of Foreign Investments in the Ministry of Economy, with the Secretariat of Industry and Mining being consulted on individual applications.

NIGERIAN FLOUR DUTY

Nigeria has increased the import duty on flour and meal of wheat and spelt from 15% ad valorem or $21 a ton to 50% ad valorem or $70 a ton, whichever is higher, according to the U.S. Embassy in Lagos.

It's easier now to obtain visas for Ethiopia

Air travelers need no longer obtain documents in advance

Tourists arriving by air at Addis Ababa or Asmara, Eritrea, will no longer be required to obtain visas in advance, according to an Ethiopian Government announcement reported by the U.S. Embassy in Addis Ababa.

The new procedures, effective from October 1, apply to citizens of all countries. Upon arrival, tourists may obtain visas good for 30 days' stay. The only formalities required are preparation of the normal debarkation card distributed in flight, and payment of a $4 visa fee. No photographs are necessary.

The ruling by the Ethiopian Ministry of Foreign Affairs stipulates that passengers must have valid passports and health certificate showing inoculations required by the World Health Organization, a round-trip air ticket or a ticket to a point beyond Ethiopia; and such visas and inoculation certificates as may be required by the country of destination shown on the ticket.

While in the past there have been no serious obstacles to travel into Ethiopia, the new tourist regulation will ease such travel by removing the time-consuming process of obtaining a visa before commencing the trip. With Ethiopian Airlines now providing service to West Africa as well as Europe, the Arabian Peninsula, and south to Nairobi, Kenya, tourists may be encouraged to add Ethiopia to their itinerary on African tours.

Peru cuts watch surcharge to 50% as of September 5

Peru has reduced from 200 to 50% the surcharge on import duties on watches with cases of metals other than silver, gold or platinum, the U.S. Embassy in Lima reports.

Tariff Item No. 3152, "watches with cases of metals, other than silver, gold or platinum, whether or not nickel or chromium-plated and cases therefor," is now subject to a 27% ad valorem duty and to an ad valorem surcharge of 15.917%, making a total duty of 42.917% of the cost, insurance and freight value.

Tariff Item No. 3153, "watches with cases of metals, other than silver, gold, or platinum, gilt or silvered, also separate cases thereof, and gold-plated watches," is now subject to a 36% ad valorem duty and to an ad valorem surcharge of 15.917%, making a total duty of 51.917% of the c.i.f. value.

The reduced rate became effective upon publication of the decree in *El Peruano* of September 5.

Polyethylene forms not all affected by punitive rate

Increase to 40% ad valorem on U.S. imports applies to two

Not all forms of polyethylene from the U.S. are subject to the retaliatory tariff increases imposed last August 1 by the Common Market countries (INTERNATIONAL COMMERCE, June 18, p. 48) after U.S. escape-clause action increasing import duties on certain carpet and glass items.

U.S. exporters should note that the increased European Economic Community duty rate of 40% ad valorem applies to tariff category 39.02 B I a, which includes 2 forms of polyethylene: (1) liquid or pasty (including emulsions), dispersions and solutions; (2) blocks, lumps, powders (including moulding powders), granules, flakes, and similar bulk forms.

Dutiable at old rate

Not affected, however, were 3 forms of U.S. polyethylene (EEC tariff item 39.02 B I b): (1) monofil of which any cross-sectional dimension exceeds one millimeter; seamless tubes, rods, sticks and profile shapes, whether or not surface-worked but not otherwise worked; (2) plates, sheets, strip, film and foil, whether or not printed or otherwise surface-worked but not cut to shape or otherwise worked, and rectangular articles cut therefrom, not further worked; (3) waste and scrap.

Current ad valorem import duty rates applicable to U.S. polyethylene not subject to the tariff increase are: Federal Republic of Germany, 18.4%; France, 23%; Italy, 23%; and Benelux: tubular film obtained by extrusion, of a wall-thickness of less than .23 mm, 14%; sheets, film or strip, whether or not cut to square or rectangular shape, coiled or not, of a thickness of less than .75 mm, 20%; other, 9.1%; waste and scrap, 7.7%.

The Common External Tariff (CXT) toward which all member states are aligning their national tariff in 3 steps is 23%. The second, 30% adjustment of member states' 1957 tariffs toward this CXT will be made on July 1, 1963.

Spain relaxes rules for new industry investment

Foreign and domestic investments in plants and equipment in Spain were further liberalized by a September 8 decree, according to the U.S. Embassy in Madrid.

Investments for the establishment of new industries and expansion of existing industries may now be made without prior and specific authorization of the Ministry of Industry under certain conditions, the most important of which are: (a) that the investment will not exceed 30 million pesetas ($500,000) and (b) that the proposed investment is reported to the Ministry of Industry, which has 15 days in which to object or to require additional information.

Some industries are excluded from the new procedure, including firms whose foreign capital participation exceeds 50% of total capital, and those producing foodstuffs, vehicles or petroleum products.

Some iron, steel products, peanuts freed by Spain

Spain has lifted licensing requirements from several iron and steel products and from peanuts and peanut oil under decrees of September 15 and 17.

According to the U.S. Embassy in Madrid, the freed iron and steel products include certain bars and rods, angles and shapes, hoop and strip and plates, as well as railway construction material.

These two decrees, together with a decree of August 27, indicate a change in the pattern of liberalization. Instead of concentrating on large lists, the Minister of Commerce now seems to favor short and frequent lists. More of these short lists are expected to appear as pressures to free the import of certain foreign goods meet a more favorable reception from the new Ministry of Industry.

Japan's economic council to weigh leading problems

Topics include preparation for 90% trade liberalization, EEC

Japanese Prime Minister Ikeda has created a Supreme Economic Council as an advisory organ on economic affairs and important policy questions.

Since the Government's program to slow the rate of economic growth and improve Japan's international payments position appears to be succeeding, the main topics to be discussed by the Council probably will include the proposed new industrial order in preparation for 90% trade liberalization, revision of the Anti-Monopoly Law, trade problems with the European Economic Community, measures to be taken if the present economic slow-down becomes an actual recession, and the perennial problem of Communist bloc trade.

Wide range

Policy problems to be considered outside the strictly economic sphere will include the management of the universities, labor questions, and social security and welfare.

Council members include the Prime Minister and the Ministers of Construction, Education, Agriculture and Forestry, and International Trade and Industry as well as the Director of the Economic Planning Agency and the Chief Cabinet Secretary. Members from outside the government include bankers, businessmen, and scholars.

El Salvador using permit system for hides, skins

All importers of hides and skins into El Salvador are required to obtain an import permit from the Bureau of Livestock (Direccion General de Ganaderia) of the Ministry of Agriculture and Livestock. The Ministry's animal health department will authorize such import permits.

A sanitary certificate by a veterinary doctor for hides and skins from countries affected by aphthous fever (epizootia aftosa), bovine pest, African hog fever, or rinderpest is required. The U.S. is not considered an affected area.

The certificate must state that the hides and skins have been subjected to treatment which guarantees destruction of disease virus and no further contact has been made with contaminated products or materials after treatment.

Importation of animals, animal products and sub-products from countries affected by the named diseases is prohibited. Included in the ban are domesticated and wild cattle, hogs, sheep and goats, meat and bone meal, gelatin pastes, unclean eggs, milk and unpasteurized products, live plants with earth, packing or feed hay or straw, and animal subproducts or residues used as fertilizer or cattle feeds.

LAFTA considers ocean cargo, port, customs procedure

Permanent Executive Committee weighs Montevideo resolutions

A system of ocean cargo preferences for ships in inter-LAFTA (Latin American Free Trade Association) trade, the subject of a resolution adopted at the July 16-21 Maritime Conference in Montevideo, is under consideration by LAFTA's Permanent Executive Committee at the Second Conference of Contracting Parties in Mexico City.

Also under consideration is a resolution for national treatment for general cargo movement in port and customs operations.

Definition

The first of these resolutions, No. 8.1, defines as LAFTA country ships those registered in a LAFTA country and whose owners, captain and majority of the crew are citizens of that country; in the case of a partnership or corporation, it will be considered national if over half of the capital or rights belong to citizens of the country. Cargo—imports as well as exports—between LAFTA members would be restricted to flag vessels of the member countries. As between two LAFTA countries, each would have the right to transport half the cargo exchanged. If one country cannot carry its share the other country will have first option on that share, with other LAFTA countries next in order of preference.

Resolution No. 8.4 recommends that LAFTA country ships plying between the member countries receive the same treatment as national ships, in matters of port procedures, customs, and other port operations, navigation fees, health procedures, docking, port demurrage, pilotage, and assessments other than those of a service-cost nature.

Participants in the Maritime Conference were Brazil, Chile, Mexico and Uruguay. The other LAFTA member countries are Argentina, Colombia, Ecuador, Paraguay and Peru.

Double-barrelled action keeps Cuba out of LAFTA

Cuba was denied admission to the Latin American Free Trade Association (LAFTA) as the result of 2 resolutions adopted at the Second Period of Sessions of the Contracting Parties in September.

According to the U.S. Embassy in Mexico City (host city for the deliberations), the first resolution—No. 36(II)—states that no country whose economic regime is incompatible with the Treaty of Montevideo can be accepted. Applying this principle, the second resolution—No. 37(II)—declares that Cuba's economic system is absolutely incompatible with the Treaty, rendering her ineligible for acceptance into LAFTA so long as that system prevails.

Had the application been accepted, Cuba would have become a full operative member 30 days later and thus a participant in current tariff and other negotiations.

Argentina, Colombia, Ecuador, Paraguay and Peru set the stage for the action by requesting that Uruguay defer Cuba's bid until the question could be discussed by member countries.

SWEDEN'S MOTOR TAX

Rates of the special motor tax on vehicles brought into Sweden for temporary use (effective last July 1) are as follows (on daily basis): motorcycles, .25 crown (4.8¢); passenger automobiles, 1 crown (19.3¢); other motor vehicles, 6 crowns ($1.16); and trailers connected to passenger automobiles, .25 crown (4.8¢).

Vehicles registered in a foreign country which are intended to be used for transport of passengers without charge are exempt, provided the foreign country grants reciprocity to vehicles registered in Sweden. This exemption is not to extend beyond 1 year.

Exchange cover on imports to Chile under new rule

Central Bank tacks extra 30 days onto period after goods' arrival

Exchange cover for imports of merchandise into Chile eligible for exchange at the official bankers' rate will be made available 120 days from the date of the bill of lading, or, in the absence of this document, 120 days from arrival at Chilean customs, under Central Bank Circular No. 224, effective from September 20.

To obtain exchange cover, the customs permit and proof of payment of customs duties must be presented to the bank, according to the U.S. Embassy in Santiago. Previously, exchange cover had been made available 90 days from the date of the bill of lading.

Imports effected on consignment are subject to the same rules. Exchange cover for imports authorized on a deferred payment system will be made available only at the time and under the conditions and quantities established in the authorization.

Import deposits

Prior import deposits held by the Central Bank will be legally held for at least 90 days and will be returned only after presentation of the customs permit covering the corresponding import registration. Prior import deposits will be retained for 90 days even in the case of canceled import registrations. Previously, such deposits were returned when the importer established that he had good reason for canceling the importation.

Holders of the World Trade Information Service publication, *Licensing and Exchange Controls in Chile*, should note these changes on pages 2 and 3.

India to make it 'EASI' for quality exporters

Export Aid for Small Industries—EASI—was launched recently by India.

EASI's primary concern is with foreign trade for small-scale quality-goods manufacturers, but some medium and large-scale industries are also being admitted to the scheme. To be eligible, applicants must satisfy an inspecting board (including foreign experts) that their products meet international quality standards.

No direct or indirect subsidization is involved in EASI's aid to Indian exporters. The program provides assistance in obtaining the most advantageous raw materials, inland and shipping freights, banking, exchange and ancillary charges so that these savings may be passed on to overseas buyers. Prices are to be calculated generally on a cost, insurance and freight basis in the currency that is familiar to the buyer.

Overseas buyers should notify EASI of goods they are interested in importing, by writing to: "EASI" Scheme, State Trading Corporation of India, Limited, Post Box No. 79, Express Building, Mathura Road, New Delhi 1, India.

Guatemala invokes '61 law to limit fish, shrimp boats

Specified number, up to 100 tons each, allowed on both coasts

"For the moment" the number of boats permitted to fish for shrimp in Guatemalan territorial waters is 50 on the Pacific Coast and 35 on the Atlantic Coast, according to the U.S. Embassy in Guatemala City.

Regulations effective August 25 and implementing the 1961 fishing law (FOREIGN COMMERCE WEEKLY, Sept. 4, 1961, p. 17) stipulate that the number of boats fishing for tuna will be limited to 50 on the Pacific Coast and 25 on the Atlantic Coast. None can exceed 100 tons without special permission of the Ministry of Agriculture.

"A" and "B" licenses

The Ministry of Agriculture, acting through its Department of Hunting and Fishing, will distribute authorizations for fishing boats among persons and companies having "A" or "B" licenses under the 1961 law. When a company is not able to put all the boats authorized into operation within 18 months, the unused authorizations will be distributed equally among other companies willing to put boats into operation.

Inspectors assigned to each company, and one supervising inspector general, will control the activities of boats operating under Ministry of Agriculture authorizations. Each fishing company is to pay $250 per month to cover the salary of the inspector watching its operations and $200 per month to help cover the $500 salary of the inspector general and miscellaneous expenses of the inspector's office or offices.

Boats operating out of Guatemalan ports are obligated to sell for use in Guatemala 60% of the fish and 10% of the shrimp they catch.

PARAGUAYAN-SPANISH RATE

In order to stimulate exports to Spain, the Paraguayan Central Bank has recently raised its buying rate for dollars arising from the Paraguayan-Spanish clearing agreement from $1 = 121 guaraníes to $1 = 125 guaraníes.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

BRAZIL—Centrais Electricas de Urubupunga, S. A. (CELUSA), accepts bid of Gruppo Industrie Eletro Meccaniche Per Impianti All' Estero S.P.A. of Milan, Italy, to furnish financing and equipment amounting to 35 billion lira (about $56 million) for Jupia stage of the Urubupunga **hydroelectric project.** Bid by 4 Japanese firms, previously announced as accepted, has been withdrawn.

GREECE—Contract for supply and construction of **funicular railway** on Mount Lycabettus, Athens, awarded to Wagner Bureau, Vienna, Austria, and NABI Shipbuilding Industry, 56-b 3rd September St., Athens, joint bidders. Value of contract is 5.1 million drachmas ($170,000), and completion scheduled for fourth quarter 1963.

GRINDING OPERATIONS: Scene in an Adamas Carbide shop shows operators grinding throw-away inserts and rock bits on diamond wheel grinders which grind 2 surfaces at once. These inserts are for machine-shop applications while rock bits are used for hard drilling and mining.

AN 'E' WINNER'S STORY

Energetic efforts in foreign markets bring growth for New Jersey company

Adamas Carbide Corporation, a medium-sized manufacturer, obtains profitable licensee and joint-venture agreements

By EDWARD L. DREYER

President, Adamas Carbide Corporation

Adamas Carbide Corporation of Kenilworth, N.J., a recent recipient of President Kennedy's "E-for-Export" award, began to set its sights on international expansion several years ago. The objective of the program was to determine if a concentrated effort on the part of a medium-sized manufacturer of tungsten carbide tools, parts and powders could lead to inroads and progressive growth in a foreign market.

Tungsten carbide, like many other scientific discoveries, is a byproduct of research that was attempting to create something else. In this case it was artificial diamonds which a French scientist experimented with under laboratory conditions.

The significance of the new substance was not realized until World War 1. Then, German industrialists found that by crushing the tungsten carbide lumps into a fine powder and cementing the particles together with cobalt—then an amazing new substance—it could be pressed into various shapes and sizes for a great variety of industrial cutting uses.

Adamas, which from the Greek means the hardest, or metal or stone of impenetrable hardness, entered the near $100 million tungsten carbide field 20 years ago. Having started at zero and steadily increased its share of the market, the company began to consider additional ways in which it could increase the production of carbides both here and abroad.

First overseas venture

Starting with a relatively low initial investment, the overseas venture began with the licensing of 2 foreign companies to gain a foothold into these potentially lucrative markets. Adamas' management reasoned that it could make up in engineering and technical services what it lacked in capitalization.

In its quest for licensees, Adamas sought organizations already in the cutting tool business, preferably tool manufacturers who used tungsten carbide purchased from other sources.

Not only did the minimal investments enable the 2 foreign companies to get started in the carbide business, it also assured a substantial and continuing sales volume of the metal powders from Adamas at a profitable price.

The first step in solving the overseas sales problem was to provide foreign licensees with a foothold that would enable them to match and perhaps even surpass local competition. Furnishing its licensees in Geneva, Switzerland and Nahariya, Israel, with the powdered metal as well as full engineering assistance, the venture was begun.

In exchange for a long-term contract for the mixed metal powders necessary to manufacture the end product, Adamas also sold at cost whatever unique manufacturing equipment was required and which was not readily available overseas.

Services provided

In addition, the company furnished engineering and technical services, trained foreign personnel both here and abroad and established the specifications for equipment necessary to manufacture the product. The comprehensive services included plant layout, material flow and the availability of Adamas' personnel to help install and start up equipment overseas in order to guarantee the same quality standards that exist at the Adamas main plant in Kenilworth, N.J.

Adamas also helps to maintain quality control of products produced abroad by continually keeping their licensees abreast of U.S. technological improvements and advancements.

The progress was swift and significant. In a short time both licensees had grown and prospered to where their present combined sales volume is in excess of $1 million annually.

Adamas then embarked upon the second stage of its venture to increase export sales with a direct assault upon the Common Market.

The licensee route was the logical first step that a company of limited capital could take. But as the company grew in the U.S. and as its licensing ventures became profitable, it now sought an equity position or direct participation with a company in a country already in the Common Market.

Visits to Europe

Company management made several trips to Europe, using the resources of the U.S. Department of Commerce, its World Trade Directory reports and the information and help both here and abroad of the Chase Manhattan Bank and the First National City Bank.

Adamas executives visited carbide manufacturers in England, France, Germany,

the Netherlands, Sweden, Denmark and Italy.

New plant built

As a result, Duracarb, N.V., a joint venture was established in the Netherlands. Here, products will be manufactured primarily for the Common Market and the balance of Western Europe. In cooperation with the Netherland Government, which told of their interest in stimulating industrial activity, the new plant was built in Weert and officially began production on September 1.

The arrangements with the Netherland Government were concluded in 24 hours and included a subsidy on the building and industrial tract as an inducement to stimulate further industrial growth.

The plant in Weert began production within one year after the formal agreement was signed. European observers had commented that it would take three years before the terms of the agreement could be productive, but they failed to take into account American ingenuity and know-how.

Both Adamas and the Netherland Government were well pleased with the arrangements. Located in the southern Netherlands, the new plant provides employment for the city's workers who were traveling to Belgium and Germany for work. To the company, in addition to the Common Market, it meant an immediate three-country, four-major-city market including Antwerp, Brussels, Düsseldorf and Cologne within a 100-mile radius.

By contracting with overseas manufacturers to make its highly specialized end products, and supplying them with the means of production, Adamas Carbide has opened new export sales outlets for the mixed metal powders produced in its Kenilworth plant.

The third phase of the export program is being planned but has not as yet been implemented. It will include an assessment of the company's accomplishments in the European joint venture prior to determining its future course of action in Latin America, namely, additional licensees or further joint ventures.

Other opportunities are being investigated in two Asian countries and one Eastern European country.

To keep pace with the increased demand for its export products as well as its at-home uses, Adamas is also increasing its domestic production facilities. A new sintering plant is being established in Detroit, Mich. This plant will be in operation by January 1963. Other facilities are also being planned.

Perhaps more significant than any other factor in the establishment of the foreign markets is the fact that the export inroads were accomplished near the home of the discovery of the exotic metal—Germany. As a result, the company is confident that its pioneering export efforts were successful because of the energies company management put into the venture and not because of the company's size nor the investments with which it could back up its efforts.

4 'E' winners in Minnesota boost export sales

Overseas market successes include a 600% boost in sales and shipments to 100 countries

Four Minnesota manufacturing firms recently received President Kennedy's "E-for-Export" award.

Honored for their contributions to the national export expansion drive were:

- American Hoist & Derrick Company of St. Paul;
- Gray Company, Inc., of Minneapolis;
- Owatonna Tool Company of Owatonna and
- Toro Manufacturing Company of Minneapolis.

In presenting the "E" award to American Hoist & Derrick Company at the company's plant in St. Paul on September 26th, Eugene P. Foley, Deputy to Secretary of Commerce Luther H. Hodges, commented that the company's energetic export drive was an outstanding example of how manufacturers can stimulate the flow of American goods overseas.

Mr. Foley noted that the 80-year-old company, long an occasional exporter, had launched its export campaign to overcome the 1960 recession in capital goods and to stabilize its work force.

Within a year the company had scored a 600% increase in its overseas business.

Company representatives explored market potentials in Western Europe and located distributors in 6 countries. As an incentive, distributors were offered long-term credits and refinancing assistance.

The company introduced its crawler and truck cranes, including a newly developed crane, into the competitive European market by offering leasing arrangements. Later, the equipment was sold outright.

Catalogues, operating manuals, and service books for use overseas are translated into local languages. To stimulate rentals and sales, American Hoist & Derrick displays its products at international trade fairs.

Hodges presents 3 awards

Secretary Hodges presented "E" awards to a trio of export-expansion-minded Minnesota firms on October 1.

The Gray Company, manufacturers of lubrication equipment, paint-spraying equipment, and air-operated pumps for the transfer of fluids and semi-fluids, scored substantial successes in selling its products overseas.

Total net sales volume in 1960 increased 40% over 1959 and 1961 sales were 20% greater than in 1960. An airless system of spray painting and a high-pressure cleaning system for auto service stations also have been introduced to the international market in the past 2 years.

Since the inception of its International Division in 1954, Owatonna Tool Company increased its exports on a sustained basis in excess of 35% each year. In the past 7 years, the company developed new markets abroad for its hydraulic pulling systems and hydraulic maintenance equipment.

Owatonna products are now sold in 100 countries.

Ten years ago, Toro Manufacturing Corp. had just one distributor in Europe for its power mowing equipment. Since then, Toro has become firmly established in overseas markets.

In 1961, Toro overseas sales represented better than 33% of the total U.S. export sales of power mowers.

The company has urged its overseas distributors to take on allied lines such as seeds, fertilizers and garden tools. As a result, these products are being imported from the U.S.

Nigeria wants no more foreign pulp, paper firms

An official announcement from Nigeria's Federal Ministry of Commerce and Industry states that the Ministry will no longer consider inquiries, applications and proposals for the establishment of pulp, paper and paper product industries until further notice.

The Nigerian Government has commissioned a firm of engineering consultants to conduct a nation-wide feasibility survey of possibilities for setting up these industries in Nigeria.

U.S. exports to be in spotlight at 49th National Foreign Trade Convention, New York, Oct. 29-31

Secretary Hodges, Per Jacobsson, Congressman Curtis, Neil Hurley to speak; suggestions on U.S. policy to be weighed by conferees

The pricing, financing and promotion of increased U.S. sales abroad will receive major attention from more than 2,000 business executives expected to attend the 49th National Foreign Trade Convention at New York City's Waldorf-Astoria Hotel on October 29-31.

John Akin, president of the sponsoring National Foreign Trade Council, announced that the convention theme would be "World Business in a Time of Change—Challenges and Prospects."

Secretary of Commerce Luther H. Hodges and Per Jacobsson, International Monetary Fund managing director, will be among opening day (October 29) speakers. As in previous years, Commerce Department and other agency representatives will maintain a special U.S. Government Officials Headquarters for informal discussion with registrants on questions relating to foreign trade and investment.

Sessions

An important innovation will be the Tuesday afternoon (October 30) Export Development Session, which will be addressed by Neil C. Hurley, Jr., board chairman and president of the Thor Power Tool Co. and chairman of the National Export Expansion Council. A panel of businessmen and Government overseas sales specialists will consider possible steps to elminate obstacles and restrictions limiting U.S. exports.

A Wednesday afternoon (October 31) Tax Session will hear an address by the Honorable Thomas B. Curtis, member of the House Committee on Ways and Means, followed by a panel discussion of taxes on income of U.S companies engaged in foreign trade and business.

General program

Scheduled highlights include: **Monday, October 29**—First General Session, 10 A.M.; Americas luncheon, 12:30 P.M.; International Finance Session, 3 P.M.; Industrial Relations Session, 3 P.M.; Education Session, 8 P.M. **Tuesday, October 30**—Second General Session, 10 A.M.; Asia Luncheon, 12:30 P.M.; Export Development Session, 3 P.M.; Foreign Investment Session, 3 P.M. **Wednesday, October 31**—Final General Session, 10 A.M.; Europe Luncheon, 12:30 P.M.; World Business Forum, 3 P.M.; Tax Session, 3 P.M.; Economics Roundtable, 3 P.M.; and World Trade Dinner (Black Tie), 7:30 P.M.

Broad recommendations for American foreign economic policy will be considered at the Final General Session on Wednesday morning (October 31). Suggestions should be presented in writing to the National Foreign Trade Council, Inc., 10 Rockefeller Plaza, New York 20, N. Y., as early as possible before the convention.

William E. Knox to receive trade award

William E. Knox, president, Westinghouse Electric International Company, has been selected as the recipient of the 1962 Captain Robert Dollar Memorial Award for distinguished contribution to the advancement of American foreign trade.

WILLIAM E. KNOX

Presentation of the Award, a gold plaque, will be made October 31 at the Waldorf-Astoria hotel during the World Trade Dinner, concluding event of the 49th National Foreign Trade Convention. More than 2,000 international business executives are expected to attend the three-day Convention.

Development programs

As president of the Westinghouse Electric Corporation's export subsidiary, Mr. Knox has played a leading role in advancing the industrial development programs in Argentina, Brazil, Italy, Nigeria, Pakistan, Spain, Taiwan, Turkey and other countries.

Fair in Nigeria to attract 83 U.S. firms

U.S. pavilion to put emphasis on new skills, tools, markets

Eighty-three U.S. firms from 19 states will take part in the U.S. exhibition at the 1st Lagos, Nigeria, International Trade Fair, Oct. 27-Nov. 18.

The United States is one of 42 countries participating. Theme of the U.S. pavilion will be "New Skills—New Tools —New Markets."

Rowland Burnstan, president of Industrial Counselors, Inc., New York, and a former Assistant Secretary of Commerce for International Affairs, will represent the U.S. at opening day ceremonies. Chester Bowles, President Kennedy's special representative and advisor on African, Asian and Latin American Affairs, will be the official U.S. representative on American Day, Oct. 30.

Focal point of the U.S. show will be a vocational training classroom, which will utilize many advanced instruction techniques. For example, closed circuit television cameras will roam the pavilion, picking up action in a number of small industrial shops and projecting it onto monitor screens in the classroom. These scenes will augment other training methods, including lectures by Neal Simeon, a Chicago educator who will direct the vocational training exhibit.

Modern tools

Among the shops selected to illustrate the value of learned skills in the use of modern tools will be an automobile maintenance, repair and testing center, a machine repair and maintenance shop, a woodworking shop and a sheet metal shop.

Another highlight of the U.S. pavilion will be a grouping of more than 100 labor-saving appliances and other consumer goods ranging from an automatic washer and dryer set, to an electric can opener, and including something for nearly every room in the home, plus toys for the kiddies and leisure time items.

The Foreign Agricultural Service of the U.S. Department of Agriculture will tell the success story of American agriculture in a comprehensive exhibit featuring 5 demonstration kitchens where tasty Nigerian and American dishes will be prepared from five of America's abundant farm commodities: rice, soybeans, wheat, milk and poultry.

The U.S. pavilion will also have some spectacular exhibits. One of these will be a scale model of the Telstar communications satellite. Another will be a population clock exactly like the one that has been ticking off U.S. population growth in the lobby of the U.S. Department of Commerce building since 1951.

Among other highlights of the U.S. show will be a complete recording studio, a bakery where bread will be baked, and a printing shop, featuring advanced office equipment.

U.S. automotive exhibit in Bangkok well attended

An estimated 250 persons attended the recent opening of the automotive exhibit now under way at the U.S. Bangkok Trade Center in Bangkok, Thailand.

The U.S. Embassy in Bangkok reported that the displays at the showing "are excellent" and that the demonstrations of brake drum refinishing, valve grinding, wheel balancing, and body straightening equipment are attracting considerable attention and price inquiries.

Attending the opening reception Oct. 2 were U.S. Ambassador Kenneth T. Young, Thailand Minister of Economic Affairs Kasem Sripayak, and other Thai and U.S. Government officials, representatives of large oil companies, manufacturer's representatives, principal dealers, and persons connected with highways, traffic vocational training, industrial development and trade promotion.

Colombian fishing exhibit to take place next month

The 2nd National Fishing Exposition and 2nd National Fishing Congress are scheduled to be held in Bogotá, Colombia, Nov. 20-30.

The Colombian Fishermen's Association and Fishing Industries has invited interested U.S. firms to display fishing equipment and supplies at the fair.

The Association is also interested in possible U.S. capital investments in Colombia for exploitation of the fish resources along Colombia's Atlantic and Pacific coastlines.

All-U.S. exhibit in Buenos Aires to support Alliance for Progress

Fifty-six U.S. companies scheduled for participation; machinery, space science, agricultural exhibits set

Fifty-six firms from 17 states and the District of Columbia will participate in the "United States of America Exhibition" in Buenos Aires, Oct. 20-Nov. 11.

It will be an all U.S. presentation with no other countries participating.

Theme of the Buenos Aires show, "Allies in Progress," directly supports President Kennedy's "Alliance for Progress" program for Latin America. The U.S. Exhibition is being staged by the Commerce Department's Office of International Trade Fairs in cooperation with the United States Information Agency.

Modern machines

Machinery to be demonstrated will include modern textile machinery, bread slicing and wrapping machines, an aerosol packaging machine, and a photoelectric bean sorting machine.

Also shown will be a woodworking shop, a prefabricated house, and a display showing how paper is made from sugar cane.

Space science will have its place at the exhibition. Visitors will see a graphic exhibit of the Telstar television satellite, along with a full-scale model of the Mercury space capsule.

Silicone

They will also see how silicones are used in medicine, electrical insulation and in paint; how products are developed from petroleum; and how science develops new synthetic fabrics.

Exhibits devoted to transportation will contain highway construction equipment, automobiles, an automobile repair and testing shop, and airport traffic control and safety devices.

Agricultural exhibits will be devoted to animal nutrition, poultry farming, corn products, and various modern farming equipment.

Conservation

Also to be shown will be a display describing how the U.S. Forest Service carries out forest conservation and fights forest fires. Forest firefighting equipment, including a forestry lookout house and a helicopter, will be displayed.

Cultural exhibits will be devoted to vocational education, a library of more than 1,000 paperback books, and a movie consisting of selections from recent Broadway musical shows.

Travel Service makes 4 offices permanent

Move to new quarters scheduled in cities on 3 continents

The United States Travel Service will open 4 permanent offices overseas within the next 2 months.

Travel Services offices will be opened in Frankfurt, Oct. 16; Tokyo, Nov. 8; Sydney, Nov. 26; and Paris, Dec. 7. An office was scheduled to be opened in London Oct. 10.

The USTS has been operating in these cities during the past year in temporary office space. The new offices range from street level and mezzanine space in a building on London's Sackville Street to a street level office in a modern building on Avenue Matignon in Paris.

New scope

"The opening of permanent headquarters for USTS in key parts of the world should enable the Service to expand the scope and efficiency of its operations," Secretary of Commerce Luther H. Hodges said recently.

Noting an increase of 18.2% in overseas visitors to the U.S. during the 1st 6 months of the year, Secretary Hodges said, "The cooperation between industry and government in selling the 'Visit U.S.A.' program is one of the prime factors behind this increase in tourism. We are certain that continued cooperation will result in an additional increase in 1963."

Philippines invites bids for 3 power transformers

The National Power Corp. of the Philippines is inviting bids for supply and delivery of two 122,200 kv.-a. and one 22,000 kv.-a. power transformers, accessories and spares for the Angat River Hydroelectric Project.

Firms interested in bidding should submit qualifications to the General Manager, National Power Corp., 161 Bonifacio Dr., Port Area, Manila, Philippines. Plans and specifications will be issued for $2.50.

Bids must be submitted with a deposit of 10% of the bid price before 10 a.m., Nov. 20.

Pakistan issues bid call for electronic components

The Pakistan Telegraph & Telephone Department, Office of the Director-General, is inviting bids for capacitors, cords, and plugs for switchboards. Deadline for bids under purchase 7-18/62/456 is Oct. 24.

Bids should be submitted to the Purchase Co-ordinating officer, Pakistan Telegraph & Telephone Directorate-General, Block No. 48-A, Pakistan Government Offices, Shahrah Iraq, Karachi, Pakistan.

Interested firms may review copies of the specifications and bidding instructions in the Electronics Division, BDSA, Room 4119, U.S. Department of Commerce, Washington 25, D.C.

Iraq announces conditions for design of opera house

Rules and regulations for international competition for the design of a new opera house in Baghdad have just been issued. They may be obtained for $8.40 (3 dinars) from the Committee of Assessors, Opera House Competition, c/o the Directorate General of Buildings, Baghdad, or from the Iraqi Consulate General in New York.

Registration for the competition shall be in the form of a registered letter to be received by the Committee of Assessors before 12 noon Dec. 31. The last day for submission of questions will be February 1, 1963, and closing date for submission of designs will be July 1, 1963.

Cost of the opera house and its equipment is not to exceed $5.6 million (2 million dinars). This amount does not include cost of the external works such as roads, car parks, gardens, fencing, paving and lighting, for which a maximum of $560,000 (200,000 dinars) has been allocated.

The architect entrusted with completion of the project will receive a fee of 6% of its total cost, the fee to be inclusive of the first prize award of $8,400 (3,000 dinars). The fee is to include supervision of the project during its construction and maintenance period.

Site of the opera house, on the east side of the Tigris River in the Battawiyeen district of Baghdad, is approximately 43,000 square meters in area. Total area of the building will be approximately 8,000 square meters. In addition to a 2,500 seat auditorium for opera and symphony orchestra productions, the building is to contain a small hall for chamber music.

Bids requested by Taiwan for variety of equipment

Taiwan is inviting bids for miscellaneous instruments and apparatus, which include, but are not limited to, the following:

Electronic wavemeters, field strength meters, "Q" meters, vacuum tube volt meters, signal generators and oscilloscopes, polygraphs and psychometers, black-ray criminology kits, metal detectors, gun detectors, similar detecting devices, infrared photographic set, fingerprint and identification camera; 8-mm movie cameras, automatic slide projectors, office copying machines and dictation machines, photographic enlargers, and various supplies and accessories associated with the above-listed items.

Bid deadline is Oct. 20. Bids are to be submitted to the Purchasing Agent, Central Trust of China, 68 Yen Ping Nan Lu, Taipei, Taiwan.

Bid forms and specifications are available from the Taipei address. Requests should cite CTC Job Number GFMG-13406.

Copies of forms and specifications, for review purposes only, may be obtained by U.S. firms from the Scientific, Photographic and Business Equipment Division, BDSA, Room 4309, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-2775.)

Turkey plans installation of radio relay system

Submission of references (statements of experience) by firms interested in the installation of radio and power equipment for a 60 channel FM microwave radio relay link system between Malatya, Sivas, Erzincan and Erzurum in Turkey has been asked by P.T.T. Genel Mudurlugu, Ankara.

The equipment comprises 8 through repeater stations. 2 one-direction terminal stations, 2 two-direction terminal stations, and eight (3-6) TN channel capacity radio equipments together with multiplex equipment.

Minimum capacity will be 60 telephone channels and equipment will operate in frequency ranges 1700-2300 mc/s, or 3800/4200 mc/s, or 5850-7500 mc/s.

Invitations to bid will be extended to firms which have installed in other countries equivalent equipment having at least 1 year's satisfactory performance.

Closing date for submission of references is Oct. 25. Interested firms can inspect the reference form in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C.

Egypt extends bid deadline for transformer stations

The Mechanical and Electrical Department, Ministry of Public Works, Cario, has announced that the bid deadline for the Edfu and Qena South transformer stations has been postponed from Oct. 9 to Nov. 10 (International Commerce, Aug. 20, p. 17).

Colombia extends deadline for bids on jet airports

Closing date for submission of bids covering financing and construction of airports at Barranquilla and Cali has been extended from Oct. 15 to Nov. 30. The minimum financing term requested is 7 years.

Plans for Barranquilla and information concerning Cali are available from the Engineering Division of the Empresa, Eldorado Airport. Proposals should be delivered to the Assistant Manager, Empresa Colombiana de Aero Puertos, Fourth Floor, Eldorado Airport, Bogotá. (International Commerce, Sept. 24, p. 47.)

Greece plans extension of radio relay system

The Supply Department of the Hellenic Telecommunications Organization, Ltd., (OTE) has issued a call for bids for the installation of a microwave radio relay link from Darditsa through Astros to Argos, as an extension of the existing link between Athens and Darditsa.

Equipment will operate in the 1700 to 2300 mcs. range and terminals at Argos will have a capacity of 120 telephone channels. The project includes towers, antennas, power systems, and other accessory equipment. In case of award to a U.S. firm, the procurement will be charged against an AID procurement authorization. Closing date for bids under call for bids 5957, dated Aug. 16, 1962, is 12 noon Nov. 9.

Interested firms may inspect the bidding instructions and detailed specifications, which include some drawings of the terrain profiles and link requirements, in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C.

Bids requested in UAR for transmission lines

Cairo has requested bids for supply and erection of 66 kv. overhead transmission lines of the 5th extension of the Delta electricity scheme. Bids close Dec. 4.

Bids must be submitted with the outer envelope addressed to The Director General, Mechanical and Electrical Department, Ministry of Public Works, Cairo, U.A.R.

One copy of specifications is available for reference at the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C.

NATO project in Denmark opened to U.S. bidders

Construction of ammunition depots in Denmark, estimated to cost a total of over $1.9 million, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The work, comprising excavation, road construction, earth covered reinforced concrete magazines, depots, workshops, and related buildings, but not including cranes and transportation equipment, will be located at 5 sites as follows:

Site 266 C (Zealand), estimated cost $215,600; site 1505 (Zealand), estimated cost $414,400; site 6431 (Jutland), estimated cost $378,000; site 6436 (Jutland), estimated cost $500,000; and site 3405 (Jutland), estimated cost $420,000

Firms interested in bidding on this work should express their interest before Nov. 1 for work at Site 266 C to Oestre Bygningo-district, Frederiksholms Kanal 30, Copenhagen K, Denmark; for Site 6431 work to Nordjyske Bygningsdistrikt, Kommandobygningen, Viborg, Denmark; and for work at Sites 1505, 3405, and 3636 to Soevaernets Bygningsdes-trikt, Holmen, Copenhagen K, Denmark.

U.S. firms not already certified to participate in NATO work should send a resume of their qualifications to the Trade Opportunities Staff, as prescribed in the brochure on the NATO international competitive bidding program, available from the Staff.

Floodlight procurement bids reopened in Greece

The State Purchases Directorate B', Ministry of Commerce, has announced the reopening of bids for procurement of floodlights as covered by tender 106/1962. The tender held on April 21 will be repeated and based on the same terms and conditions. However, the technical specifications, governing the new bid differ from those of the first tender.

The new bid deadline is Oct. 23. Copies of the specification are available for review or for loan from the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Bids for garage equipment sought by city in UAR

The Alexandria Region General Transport Administration, 21 Midan Saad Zaghlone, Alexandria, is inviting bids until Nov. 3 for the supply of garage and lubrication equipment for servicing 300 diesel buses.

Equipment will consist of fuel and oil dispensing pumps, greasing and lubrication equipment, air compressors and lines, vacuum cleaning system, washing tunnel, hydraulic lifts, crane and towing vehicles. Costs of erection or supervision of erection for piping and lubrication equipment are to be given separately.

A copy of the specifications and general conditions is available on loan to firms located in the U.S. from Transportation Equipment Division, Room 4208, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Five irrigation pumping stations sought in UAR

The Egyptian General Desert Development Organization has invited bids for the design, manufacture of materials and machinery, delivery, erection and testing at the site of 5 electric pumping stations for irrigation and their related transformer stations.

The buildings will be the subject of a separate tender but the drawings are to include full data necessary for their design.

The new pumping stations will irrigate the land south of Mariut. The water to be used is mostly from Massraf-El-Omum (Drain El-Omum).

Equipment to be included are three phase, induction type, slip-ring main motors; switchgear, protection systems, metering and measuring instruments; cables and 50-cycle transformers.

In addition, each pumping station is to be equipped with 2 auxiliary transformers to supply lighting circuits.

Bidders must deposit 1% of the tender. The pricing is to be in Egyptian pounds, and the contracting and payment in Egyptian money if possible. However, tenders may be submitted in a foreign currency for equipment or services which must be imported to execute the contract.

Special consideration will be given to tenders offering satisfactory credit facilities for payment, more economical building works, and short time of delivery.

Copies of the specifications and bid documents may be obtained for $45 each from the Commercial Office, Embassy of the United Arab Republic, 2215 Wyoming Ave., NW., Washington 8, D.C.

Bids must be submitted by Nov. 3 to The Director General, Power and Machinery Department, Egyptian General Desert Development Organization, 70 El Gamhouria St., Cairo.

A copy of the bid documents, including drawings, may be examined at the General Industrial Equipment and Components Division, BDSA, Room 4130, U.S. Department of Commerce, Washington 25, D.C.

Argentina extends deadline for bids on power cable

Deadline for submitting bids for tender 26/62, the supply of power cable for installation in Rosario, Province of Sante Fé, has been extended from 12 noon Sept. 24 until 12 noon Oct. 24 (Foreign Commerce Weekly, April 16, p. 649).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be reviewed or borrowed by U.S. firms in this country from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-4675.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, U.S. Department of Commerce. NCIA following indicates no commercial information available.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

200 Food, Related Products

Liberia

Meat and meat products; dairy and poultry products; fresh fruits and vegetables; frozen fruits and vegetables; and canned food items. Philbruce Corp. (importer, wholesaler, retailer), P.O. Box 15, Monrovia.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Canada

Food specialties; requests replies from manufacturers only. Direct purchase and agency. Henry T. Shoore, president, Noren Industries, Ltd. (manufacturer, distributor), 3740 E. Hastings St., Vancouver, B.C.

Netherlands

Dried fruit such as currants, apricots, prunes; edible nuts such as almonds, walnuts; canned fruit juices; canned pineapple. Direct purchase and agency. B. J. Collignon (agent), 42a Schiedamse Vest, or P.O. Box 207, Rotterdam 1.

Canned peeled grapes, all white asparagus; first quality only. Hivema N.V. (importer, exporter, wholesaler), 93-95 Aelbrechtskade, Rotterdam 6.

Canned fish and fruit. Andre van Hilst N.V. (importer, retailer), 107 Grotestraat, Waalwijk.

Rhodesia, Nyasaland

Food specialties, particularly canned pimento. Savouries Cosmopolitan Food Centre (importing distributor), 126 Grey St., Bulawayo, Southern Rhodesia.

209 Miscellaneous Food Products

France

Industrial tallow (fancy), edible tallow, acidified oil tallow. Roger Lafont (wholesaler, exporter, importer), 12 Place des Martyrs-de-la-Resistance, Bordeaux, Gironde. WTD 9/21/62.

220 Textile Mill Products

Rhodesia, Nyasaland

Synthetic and woolen piece goods for manufacture of men's suits. H. Trikam (tailor, outfitter), P.O. Box 1854, Bulawayo, Southern Rhodesia.

West Germany

Denims for blue jeans and cotton fabrics for men's and boys' pants; fabrics for overalls and workmen's clothing. Requests replied in German. Otto Walter, (wholesaler, importer), 24 Wingentstr, 6902 Sandhausen b. Heidelberg. WTD 9/17/62.

221 Broad Woven Fabric Mills, Cotton

Burma

● Gray cotton shirting, total of 2,337,600 yd., 36 in. wide in 40 yd. lengths, for delivery December 1962, January, February and March 1963, as follows: 960,000 yd. 56 x 52; 240,000 yd., 50 x 46; 240,000 yd. 46 x 42; 297,600 yd., 64 x 60; 600,000 yd., 72 x 68. Bid deadline Oct. 26. Chairman, Civil Supplies Management Board, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 2-4294.)

229 Miscellaneous Textile Goods

Ceylon

● Leather cloth (PVC type), 28,000 yd., for upholstering of seats of omnibuses, color red, 48 in. wide. Bid deadline Nov. 14. Chairman, Tender Board, Transport Board, Kirula Rd., Colombo. ★ (Telephone: WOrth 2-4294.)

230 Apparel

Rhodesia, Nyasaland

Men's clothing. H. Trikam (tailor, outfitter), P.O. Box 1854, Bulawayo, Southern Rhodesia.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

France

Wood panels, decorative and other types; moldings, wood wall paneling, and related wood building materials. Direct purchase and agency. SILAC Co. (Société Industrielle Landaise De Construction), (manufacturer), rue du chemin-Fleuri, Mont-de-Marsan, Landes. WTD 7/25/62.

262 Paper Mill Products

New Zealand

● Bond or cartridge paper, wood free, 60 reams, 27 in. x 34 in. x 500 = 66 lb., matt finish, approximately 90% capacity, .004 in-.005 in. thickness, mullen burst min. 48 lb., short grain, smooth even 2 sides, white or off white. Sealed bids marked "Tender No. 4410," before deadline Oct. 24. Quote f.o.b. country of supply. Government Printing Office, Waterloo Quay, Wellington. Copies of tender and specifications available at the New Zealand Trade Commissioner, Suite 306, Association Bldg., 1145 19th St., NW., Washington 6, D.C.

Taiwan

● Bond paper for laminating to aluminum foil, 100 metric tons, bleached, 2 sides glazed, 40 gram/sq.m. Tender No. GFD-13831(L), bid deadline Oct. 22. Quote f.a.s./f.o.b. U.S. dollars, ocean freight. C & F Kaohsiung Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu Rd., Taipei, Taiwan.★ (Telephone: WOrth 7-3003.)

West Germany

Wrapping paper and paper specialties. Brangs & Heinrich GmbH. (manufacturer, wholesaler, importer, exporter), 9 Schottstr., 7 Stuttgart-N. WTD 9/10/62.

264 Converted Paper, Paperboard Products

Germany

White keith onion skin air mail paper; requests replies in German and c.i.f Bremen price quotations. Gebrueder Reinhard (importer, wholesaler), Postfach 420, 301 Hauptstr., 587 Hemer Kr. Iserlohn. WTD 9/14/62.

270 Printing, Publishing Products

Germany

Books and publications in fields of natural sciences and medicine. Hans Ferdinand Schulz, Fachbuchhandlung (publisher, exporter, importer, retailer), Postfach 1463, or Friedrichstr. 13, 78 Freidburg/Breisgau. WTD 8/24/62.

281 Industrial Chemicals

Germany

Aniline colors and dyestuffs for textile printing and dyeing plants; artificial chemical resins for hardening and other dressing materials for textiles; request replies in German and c.i.f. Rotterdam or f.o.b. factory price quotations. Muelforter

Zeugdruckerei and Faerberei Heinrich Bresges (textile converter), Rheydt-Muelfort. WTD 9/14/62.

Pakistan

Industrial chemicals including soda ash and coal tar. Direct purchase and agency. Reliable Traders (importer, indent agent), 10 Jogendra Narayan Sil Lane, Aga Nawab Dewry, Dacca 1, East Pakistan. WTD 9/13/62.

Thailand

Chemicals and dyes for processing leather, leather finishes, dyes of all kinds including dyes for chrome upper leathers, synthetic tannins, bating agents. Thai Tanneries Union Trading Co., Ltd. (manufacturer), 196 Sukumvit Rd., Bangpoo, Smutprakarn. WTD 8/30/62.

283 Drugs

Rhodesia, Nyasaland

Pharmaceuticals. Derby Pharmacy (importing distributor), Derby House, Sixth Ave. & Main St., Bulawayo, Southern Rhodesia.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Norway

Hair shampoos, packaged or unpackaged. Direct purchase and agency. Leiv Engelschion Farmaceutisk A/S (manufacturer, wholesaler), Rosenkrantzgaten 3, Oslo. WTD 8/21/62.

285 Paints, Varnishes, Lacquers, Enamels

Qatar

Paints and varnish products and accessories. Omar Mohd. Balahmar & Bros. (importer, retailer, wholesaler, commission agent), P.O. Box 531, Musharib Rd., Doha. WTD 9/16/62.

301 Tires, Tubes

Ceylon

● Tires (23,950) and tubes (15,050), various sizes and plys; closing date 10 a.m. Oct. 31. Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo, Ceylon.★ (Telephone WOrth 7-3381.)

Greece

● Tires (180) and tubes (150), various sizes and plys. Tender YL-LA/1194, bid deadline 2 p.m. Nov. 2. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens, Greece.★ (Telephone: WOrth 7-3381.)

306 Fabricated Rubber Products

Iran

● Transporter belt (5,000 meters) and tarpaulin elevator belt (370 meters); bid deadline Oct. 23. Department of Cereals and Bread, Tehran, Iran.★ (Telephone: WOrth 7-3381.)

307 Miscellaneous Plastics Product

Germany

Street light poles made of flexible plastic material, diameter approximately 7 centimeters, height 30 to 60 centimeters; requests replies in German. Direct purchase and agency. Ernst Zimmermann (wholesaler, manufacturer), 4-6 In der Huettenwiese, 59 Siegenwestfalen. WTD 9/14/62.

Rhodesia, Nyasaland

Domestic plastic goods, plastic kitchenware. New Hardware Centre (Pvt.), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre, Nyasaland. WTD 9/19/62.

Plastic adhesive wall tiles, 12 in. square. Haddon & Sly, Ltd. (importing distributor), P.O. Box 582, Bulawayo, Southern Rhodesia.

Plastic packaging materials. Direct purchase and agency. Acma Green Grocers (retail greengrocer), P.O. Box 266, Gwelo, Southern Rhodesia.

South Africa

Drinking straw dispensers made of plastic. B. I. Foote (Pty.), Ltd. (importer, wholesaler, manufacturer), 20 Pritchard St., Johannesburg.

321 Flat Glass

France

Plate glass, polished, for mirror manufacturers, large sizes, good quality. Miroiterie Marly Freres (manufacturers, wholesalers, and exporters), 213 Cours de l'Argonne, Bordeaux, Gironde. WTD 9/11/62.

322 Glass, Glassware

France

Glassware, medium priced, for hotels, restaurants. Verreries D'Aquitaine (wholesalers, sales agents, and distributors), 19 Allees de Chartres, Bordeaux, Gironde. WTD 8/1/62.

Rhodesia, Nyasaland

Domestic glassware. New Hardware Centre (Pvt.), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre, Nyasaland. WTD 9/19/62.

South Africa

Drinking straw dispensers made of glass. B. I. Foote (Pty.), Ltd. (importer, wholesaler, manufacturer), 20 Pritchard St., Johannesburg.

325 Structural Clay Products

Mexico

Refractories, high quality. Amerex Ingenieros, S.A. (manufacturer, importer, retailer), Mérida 5, Mexico 7, D.F. WTD 5/28/62.

326 Pottery, Related Products

France

Chinaware articles, medium-priced, of good quality, for hotels, restaurants. Verreries D'Aquitaine (wholesalers, sales agents, and distributors), 19 Allees de Chartres, Bordeaux, Gironde. WTD 8/1/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Rhodesia, Nyasaland

Composition adhesive wall tiles, 12 in. square. Haddon & Sly, Ltd. (importing distributor), P.O. Box 582, Bulawayo, Southern Rhodesia.

331 Steel Mill Products

India

☆ Stainless steel wire, 18/8 grade, 3.99 mm., 2 metric tons, 3.24 mm., about 2 metric tons; 25/20 grade, stainless steel wire, 4.99 mm., 4 m.t., 3.24, 1 metric ton. Loan 159; U.S. source. Bid deadline Oct. 29. J. B. Advanti-Oerlikon Electrodes Pvt., Ltd., Dadia House, 6 Rampart Row, Bombay 1. Cable: CITOREX, Bombay.

☆ G. I. wire, telegraph quality A, conforming to IS Specification 279. Loan 159; U.S. source. Bid deadline Nov. 5. Indian Ports & Telegraphs Department, Office of the Chief Controller of Telegraph Stores, 5 Council House St., Calcutta 1. Cable: CHICOSTORES, Calcutta.

☆ Solid drawn seamless 70/30 special alloy brass tubes, tested up to 1000 lb. pressure per sq. inch hydraulic pressure, ends annealed. Loan 217; U.S. source. IL#A. 597429/61. Ref. 65(8)/62-AID(1). Bid deadline Oct. 31. Saran Engineering Co., Ltd., P.O. Marhowrah, Dist. Saran, Bihar, Cable: SARENGE, Marhowrah, Bihar.★

☆ Prime coke hot dipped tinplate, 1.25 lb., pot yield for packing edible products, 31¾ in. x 21¼ in. x 107 lb., B.W., 16 tons; 28¾ in. x 18¾ in. x 107 lb., B.W., 12 tons; 26¾ in. x 107 lb., B.W., 8 tons. Loan 217; U.S. source. Enq. SP:CEV:677/62 # 228 (B). Bid deadline Nov. 5. The Tata Oil Mills Co., Ltd., c/o Tata, Inc. 425 Park Ave., New York 22, N.Y.

Pakistan

Iron and steel materials, including C.I. sheets, angles, bars, rods, pig iron. Direct purchase and agency. Reliable Traders (importer, indent agent), 10 Jogendra Narayan Sil Lane, Aga Nawab Dewry, Dacca 1, East Pakistan. WTD 9/13/62.

☆ Cold rolled closed annealed CRCA sheets, commercial quality, bright finish, oiled and pickled, sizes 3 x 6 ft. or 8 ft., gauges 12, 14, 16, 18, 20, 22; g.i. wire and m.s. black annealed wire, gauges, 2, 4, 6, 8, 10, 12. Loan 7; U.S. source. S/A No. RM 05606. Credit amount, $26,460. Bid deadline Nov. 9. Khokhar Industries, Lawrence Rd., Karachi, Cable: KIK.

☆ Electrolytic tinplate waste waste; electrolytic coke or terneplate circles; prime galvanized iron sheets, plain; bright high carbon spring steel wire. Loan 7; U.S. source. S/A No. RM 035582. Credit amount, $35,143. Bid deadline Oct. 28. Sind Industrial Corp., Lawrence Rd., Karachi 3. Cable; TINWARE, Karachi.★

☆ Bright drawn half hard tack wire for manufacture of shoe tacks, open hearth quality, with breaking strength of about 40/50 kgs./mm^2/in BWG 15 and 16; nail wire, 17 gauge; m.s. black annealed wire, Siemens Martin, in grade 5.25 mm. thickness, annealing at 760-780 heat, by applying lime, suitable for manufacture of nails. Loan 7; U.S. source. S/A No. RM035585. Credit amount, $10,500. Bid deadline Oct. 28. Jilani Industries, A-47 SITE, Ltd., Manghopir Rd., Karachi 16.

☆ M.S. black sheets, cold rolled, closed annealed, oiled and pickled, suitable for manufacture of drums, 24 gauge, sizes 36 x 62.5 in., 44 x 88 in. and 8 x 3 ft.; 26 and 28 gauge, size 8 x 3 ft.; 18 gauge, 36½ x 70½ in., 25½ x 76½ in. Loan 7; S/A No. RM 033060. Credit amount, $247,258. Bid deadline Oct. 30. Jaffer Ibrahim & Co., Plot No. B/22, SITE, Karachi 16.

☆ M.S. sheets H.R.C.A. 14 to 26 U.S. gauge, pickled and oiled. Loan 7; U.S. source. S/A No. RM 039601. Credit amount, $19,635. Bid deadline Oct. 29. Syed Bhais, Ltd., P.O. Box 483, 200 Ferozpur Rd., Lahore, Cable: ROSHNEE, Lahore.

☆ Stainless steel bars, hot rolled, annealed AISI 420, ⅛ x ¼ in., $8,400; ½ x 5/16 in. $2,100. Loan 7; U.S. source. S/A No. RM 039716. Credit amount, $10,500. Bid deadline Oct. 23. G. T. Surgical & Cutlery Works, Sialkot City, W., Cable: SURGICAL.

☆ Mild steel black strips, hot rolled, to manufacture ½ to 3 in. dia. pipes. Loan 7; U.S. source. S/A No. RM 035602. Credit amount, $29,316. Bid deadline Oct. 30. Hilal Industries, 282/3, Water Course Rd., Karachi.

☆ Pig iron, Car. 4% approx., Mng. 06/09%, Sul. 04%. max., Sil 2/2.5%. Loan 7; U.S. source. S/A No. RM 039683. Credit amount, $7,308. Bid deadline Oct. 23.

Qadri Bros. Foundry & Workshop, O/S Kashmiri Gate, Badami Bagh, Lahore.

☆ Black seamless steel tubings, to ASTM A120 and A53; galvanized seamless steel tubings, to ASTM A120 and A53; galvanized steel pipe, seamless to ASTM A120 Schedule 40, Grade A and B threaded and coupled; steel seamless pipe of St. 00.20; seamless conduit tubing, carbon steel, high carbon, round bars, alloy steel bars. Loan 7; U.S. source. Credit amount, $131,250. S/A No. RM 039708. Bid deadline Oct. 23. The Beco Pump Manufacturing Co., Ltd., The Mall, Lahore. Cable: PUMP, Lahore.★

☆ Galvanized plain steel sheets, zinc coating 1.25 oz. sq. ft., BG 28 x 96 x 36 in. Loan 7; U.S. source. S/A No. RM 039608. Credit amount, $10,500. Bid deadline Oct. 24. Iron & Steel Fabricators Cooperative Industrial Society, Ltd., Circular Rd., Gujranwala, W.

☆ Hot rolled carbon steel, octagon bars, containing 0.55/0.65% carbon sizes ⅝ in., ¾in. , ⅞ in., 1⅛ in., 1¼ in.; hot rolled carbon steel round bars, containing .55/.65% carbon, sizes 1 in., 1⅛ in., 1¼ in.; hot rolled carbon steel square bars, containing .55/.65% carbon, sizes 1¾ in., 2 in., 2¼ in., 2½ in., 2¾ in., 3½ in.; carbon steel sheets containing 1.0/1.2% carbon, size 12 BWG. Loan 7; U.S. source. S/A No. RM 039719. Credit amount, $9,030. Bid deadline Oct. 23. Ch. Fazal Din & Sons, Sialkot City. Cable: CHAUDHRI, Sialkot.

☆ Mild steel sheets, commercial quality, size 8 x 3 ft., gauges 18, 20, 22, 24, and 26; mild steel plate, commercial quality, size 8 ft. x 4 ft. x ⅛ in. and ¼ in. Loan 7; U.S. source. S/A No. Rm 039658. Credit amount, $8,400. Bid deadline Oct. 24. The Asian Body Building Works, Ferozepur Rd., Ichhra, Lahore.

☆ Galvanized plain steel sheets, zinc coating 1.25 oz. sq. ft., BG 28 x 96 in. x 36 in. Loan 7; U.S. source. S/A No. RM 039607. Credit amount, $5,250. Bid deadline Oct. 24. Amritsar Metal Works Coop. Industrial Society, Ltd., Circular Rd., Gujranwala, W.

☆ Machine cast foundry grade pig iron, analysis C. 3.0/4%, Si. 2.80/3%, Mn. 1%, Su. .04%, max., Ph. .40% max. Loan 7; U.S. source. S/A No. RM 039687. Bid deadline is Oct. 24. Credit amount, $19,845. Sraraj Industries, Ltd., 17/18 N. Gulberg, Industrial Zone, Lahore, W. Cable: SARTAJ, Lahore.

☆ Foundry pig iron, grade I, Si. 2.75 to 3.5%, C, 3 to 4.5% Ph. .3 to .9%, Mn. .5 to 1.00%, Su. .05% maximum. Loan 7., U.S. source. S/A No. RM 035586. Credit amount, $44,520. Bid deadline Oct. 26. Central Mechanical Engineering Co., Ltd., Off: Lawrence Rd., Karachi. Cable: TURNERS, Karachi.

☆ Machine cast foundry pig iron. Loan 7., U.S. source. S/A No. RM 035587. Credit amount, $10,173. Bid deadline Oct. 29. Associated Agencies (metals), Ltd., 6 Fakhru Manzil, Marriot Rd., P.O. Box 4209, Karachi 2.

☆ M.S. plate, black, ⅛ in. size 4 ft. x 8 ft., about $30,000; and ¼ in. size 4 ft. x 8 ft., about $10,000; carbon mild steel sheets, size 3 ft. x 8 ft. x 14 gauge, $5,000; m.s. sheets, black, close annealed, size 4 ft. x 8 ft. x 12 gauge, $10,000; cold rolled close annealed pickled and oiled, prime quality sheets, size 3 ft. x 8 ft. x 14, 16, 20, 24, 26 gauge, $88,000; mild steel black annealed soft wire, 4 SWG., $4,000. Loan 7; U.S. source. S/A no. RM 033006. Credit amount, $147,000. Bid deadline Nov. 10. Nawab Brothers D/41, SITE, Karachi 16. Cable: NAWABOIL.

United Arab Republic

☆ Seamless carbon steel pipe, carbon steel gate valves, monel tubes. electronic equipment, chemical laboratory equipment and instruments for automotive workshop. Loan 27; U.S. source. Bid deadline Oct. 31. Société Egyptienne Pour Le Raffinage Et Le Commerce Du Petrole, Mex, Alexandria, U.A.R. Cable: SERCOP, Alexandria.★

333 Primary Smelting, Refining of Nonferrous Metals

Pakistan

Zinc ingots and plain sheets. Direct purchase and agency. Reliable Traders (importer, indent agent), 10 Jogendra Narayan Sil Lane, Aga Nawab Dewry, Dacca 1, East Pakistan. WTD 9/13/62.

Sudan

● Block tin, 10 metric tons, refined 99.9% purity. Contract 2685, bid deadline Nov. 13. Office of Controller of Stores, P.O. Box 65, Atbara.

335 Rolling, Drawing and Extruding of Nonferrous Metals

India

☆ Aluminum conduits and fittings. Loan 162; U.S. source. Tender PB/944/TD/1647/62/BDC. Bid deadline Nov. 23. Tropodur cable; cable end boxes for the same; underground tee joint boxes; underground straight through joint boxes for same. Loan 162; U.S. source. Tender PB/933/TD-1639/62/BDC. Bid deadline Nov. 16. The Fertilizer Corp. of India, Ltd., Trombay Division, Administrative Bldg., Purchase Dept., Marvali, Chembur, Bombay 71, where specifications are available for sale (non-refundable) up to Nov. 1.

☆ Thirty mm. PVC extruder with accessories, required for making PVC insulated cables and wires, to include take up and haul off and spark tester. Loan 157; U.S. source. IL#AU/GL/MTC/87/DLF/361. Ref. 1(39)/62-AID.II. Bid deadline Nov. 8. Dalton Cable Co., 3455/57 Delhi Gate, Delhi.

● Four tube coaxial cables with joining material, 370 miles. Tender P/SE3/7349-N/I, closing date Nov. 23. Director General of Supplies & Disposals, N.I. Bldg., Parliament Sheet, New Delhi. Tender documents available at India Supply Mission (Ref. No. D/ENQ/560), 2536 Massachusetts Ave., NW., Washington 8, D.C. Bids are worldwide. Tender fee (not refundable) is $2.10.

Rhodesia, Nyasaland

Aluminum conductors and accessories. Electrical Contracting & Winding (Rhod.), Ltd. (wholesaler, retailer), P.O. Box 1226, Lusaka, Northern Rhodesia. WTD 9/25/62.

Sudan

● Hard drawn copper wire, 20 tons; contract 112, bid deadline Oct. 24. Self supporting aerial telephone cable, 190,000 yards; contract 113, bid deadline Oct. 25. Controller, Stores and Workshops, Department of Post and Telegraphs, Light Industrial Area Khartoum South.★ (Telephone: WOrth 7-2162.)

336 Nonferrous Foundry Products

Pakistan

Cast aluminum kitchenware. Direct purchase and agency. Reliable Traders (importer, indent agent), 10 Jogendra Narayan Sil Lane, Aga Nawab Dewry, Dacca 1, East Pakistan. WTD 9/13/62.

Rhodesia, Nyasaland

Cast aluminum kitchenware. New Hardware Centre (Pvt.), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre, Nyasaland. WTD 9/19/62.

342 Cutlery, Hand Tools, General

Pakistan

Builders' hardware. Also nonelectric can openers, cutlery items, kitchenware. Direct purchase and agency. Reliable Traders (importer, indent agent), 10 Jogendra Narayan Sil Lane, Aga Nawab Dewry, Dacca 1, East Pakistan. WTD 9/13/62.

Rhodesia, Nyasaland

Builders' hardware, carpenters' tools, cutlery. New Hardware Centre (Pvt.), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre, Nyasaland. WTD 9/19/62.

344 Fabricated Structural Metal Products

France

Cylinders for liquefied butane, L.P.G., refillable, 2-piece welded steel units; thickness: 2 millimeters, minimum; outer diameter 300 mm.; proof-pressure 15 hpz.; capacity 26.6 liters, each. Also 84-liter propane gas cylinders; 3-piece welded steel units; 3 mm. in thickness; 300 mm. in outer diameter; proof-pressure 30 hpz. Requests replies in French. Société Bearnaise Des Gaz Liquefies (retail distributors), 1 Allees de Morlaas, Pau, Basses-Pyrenees. WTD 9/12/62.

Germany

Component parts and equipment for use in air raid shelters. Paul Garthe K.G. (manufacturer), 4-8 Veerderstr., Ennepetal/Westfalen. WTD 9/12/62.

346 Metal Stampings

Japan

Kitchen utensils, such as sauce pans, skillets, fry pans, tea kettles, serving platters and stainless steel equipment such as eating trays, serving equipment, pitchers. Direct purchase and agency for Japan. Kimura Metal Co., Ltd. (importer, wholesaler), 813 Higashi Ente-cho, Naniwa Kur, Osaka.

Pakistan

Stamped metal kitchenware. Direct purchase and agency. Reliable Traders (importer, indent agent), 10 Jogendra Narayan Sil Lane, Aga Nawab Dewry, Dacca 1, East Pakistan. WTD 9/13/62.

Rhodesia, Nyasaland

Stamped metal kitchenware. New Hardware Centre (Pvt.), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre, Nyasaland. WTD 9/19/62.

351 Engines, Turbines

Ivory Coast

Outboard motors; requests replies in French. Manutention Africaine (importer, wholesaler, retailer), B.P. 1299, Abidjan. WTD 2/13/62.

352 Farm Machinery, Equipment

Canada

Garden and lawn tools; requests replies from manufacturers only. C. H. S. Garling, British Mercantile Co., Ltd. (importer, exporter, distributor, commission merchant), 720 W. Hastings St., Vancouver 1, B.C.

Mexico

Equipment for loading cement silos, with approximate capacity of 30 tons. Amerex Ingerieros, S.A. (manufacturer, importer, retailer), Mérida 5, Mexico 7, D.F. WTD 5/28/62.

Netherlands

All kinds of implements and tools for agricultural and cattle farming purposes.

Handel- en Industrie Maatschappij Franken N.V. (importing distributor, manufacturer's agent), 2 M.A. de Ruyterlaan, Goes.

353 Construction Machinery

India

☆ Crawler or pneumatic tractor cranes, 4, capacity 9,000 to 14,000 lb., 212/Beas/PR/4067. Ref. D/ENQ/530; overhead traveling cranes, 3-ton capacity, 7. 213/Beas/PR4068. D/ENQ/531. Bid deadline Nov. 12.

No. 1 bar bending machine for cold bending of reinforcement, 214/Beas/PR/4073. D/ENQ/532. Bid deadline Nov. 14.

Thirteen/eighteen cyds. rear or bottom dump carriers, 56, 215/Beas/PR/4121. D/ENQ/533. Bid deadline Nov. 16.

Rear dump carriers, 25/30 cyds, 21, 216/Beas/PR/4122. D/ENQ/534. Bid deadline Nov. 19.

Diesel shovel, 2½ cyds. with dragline conversion, 7, 217/Beas/PR/4123. D/ENQ/535. Bid deadline Nov. 21.

Electric shovel 2½ cyds. with trailing cable, 6, 218/Beas/PR/4124. D/ENQ/536. Bid deadline Nov. 22.

Crawler tractor about 200 hp. with accessories, 18, 219/Beas/PR/4125. D/ENQ/537. Bid deadline Nov. 26.

Crawler tractor about 325/400 hp. with accessories, 4, 220/Beas/PR/4126. D/ENQ/538. Bid deadline Nov. 28.

Motor graders, 7, 115-125 hp., 221/Beas/PR/4127. D/ENQ/539. Bid deadline Dec. 2.

Crawler or rubber tired tractor, about 150 hp. with accessories, 10, 222/Beas/PR/4128. D/ENQ/540. Bid deadline Dec. 5.

Tractor drawn vibrating rollers, 4, 3 to 4 tons, 223/Beas/PR/4129. D/ENQ/541. Bid deadline Dec. 7.

Sealed tenders, in duplicate, are invited by T. K. Kalia, Superintending Engineer, Procurement Circle, P.O. Nangal Township, Punjab. Brief specifications of all above tenders may be obtained free from India Supply Mission, 2536 Massachusetts Ave. NW., Washington 8, D.C. U.S. source.

● AX capacity skid mounted diamond drills with mud flush pumping sets required by Director General of Supplies & Disposals, N. I. Bldg., Parliament St., New Delhi. Tender Project/3048, 3049, 3050/N/I. bid deadline 11:30 A.M., Nov. 9. Tender documents available from India Supply Mission (Ref. D/ENQ/577), 2536 Massachusetts Ave., NW., Washington 8, D.C., cost $2.10 each, not refundable.

● Ore dressing and mineral technology equipment required by India Bureau of Mines, Nagpur. Tender SE/561/M, bid deadline 11 A.M., Nov. 9. Specifications available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., free.

● Construction machinery and equipment: Ref. D/ENQ/554 40 crawler tractors, 50-65 hp., bid deadline 11:30 A.M., Nov. 21, tender project/13563-N/(C)/Tractor/I. (Ref. D/ENQ/555) 12-6/9 cu. yd. rear dumpers and 5 rubber tired mechanical brooms, bid deadline 11:30 A.M., Nov. 27, tender project/2690-N/2689-N (E)/Dumpers/I. Director General of Supplies & Disposals, N. I. Bldg., Parliament St., New Delhi. Brief specifications available at $2.10 each (not refundable) from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. Quote reference number when making request.

Jamaica

☆ Annotto Bay pilot community water supply system project in accordance with specifications developed by Government of Jamaica and Agency for International Development. Bid invitations, including plans and specifications, may be ordered by mail from U.S. and will be sent air parcel post upon receipt of request and $27 per set deposit which is refundable upon return of plans and specifications or upon submission of bonafide bid. Chief Engineer, Government of Jamaica, Water Supplies Branch, Ministry of Local Government, Kingston. Bids will be received until Nov. 12, at which time they will be opened and read publicly. If additional time is required by bidder, the bid opening will be postponed up to 30 days upon request.

Mexico

Materials handling equipment. Amerex Ingenieros, S.A. (manufacturer, importer, retailer), Mérida 5, Mexico 7, D.F. WTD 5/28/62.

New Zealand

● Surface type compaction roller, 3; tender SMQ 8627-78/19/10, bid deadline Oct. 23. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

● Construction machinery: One 220-hp. diesel torque converter drive, 6 x 4 tandem rear wheel drive motor grader, tender SMQ 8686/PW 78/11, bid deadline Oct. 30; 1 tandem type vibrating roller, tender SMQ 8688/PW 78/19/6, bid deadline Nov. 1. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Copies of specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.,★ (Telephone: WOrth 7-5566.)

United Arab Republic

● Variety of mining equipment required for Bahariya Oasis iron ore project, including mobile compressor, rock drill hammer, drill steel mono-block, armoured reinforced rubber hose, and miscellaneous equipment. Tender 16, bid deadline Dec. 15. The General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo. Specifications for review in ACME Division, Room 4109, BDSA, U.S. Department of Commerce, Washington 25, D.C., (Telephone: WOrth 7-5566.)

354 Welding Equipment

India

☆ Welding electrodes, tender S/101/AID/M; V.M. hydrant flow gauge, S/102/AID/M. Loan 162. Bid deadline Nov. 8. Equipment restricted to U.S. origin or manufacture. Specifications and tender forms available free from Indian Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C.

355 Special Industry Machinery

Ecuador

Machinery for operation of small plant to refine lard and extract oil; requests technical advice and possible assistance in initiating project. Epelboim & Ghitis (importing distributor), Calle Guayaquil 856, or P.O. Box 2786, Quito.

France

Good quality portable woodworking machines and tools, electric and pneumatic, such as sanders, polishers, light-duty drills, chucks, routers, planers, hand saws, floor surfaces and sanders, and related equipment for cabinet makers, joiners. Grenie-Outillage (wholesaler, retailer), 40 Cours d'Albret, Bordeaux, Gironde.

Glass machinery of modern type for mirror manufacturers, including edging and polishing machines; shaping machines; cutting and grinding machines; straight and circular beveling machines; and mirror-silvering machines. Also automatic glass-cleaning and washing machines. Miroiterie Marly Freres (manufacturers, wholesalers, exporters), 213 Cours de l'Argonne, Bordeaux, Gironde. WTD 9/11/62.

India

☆ DOA rubberized fiber production plant, output 450 lb. per hr.: automatic spinning and curling machines Record II, combined untwisting machine pickermultimat, DOA rubberized fiber plant, type I-A-S, latex low-pressure feed tank and spray guns, spray booth-type 8 10 B, hydraulic plate press. Delivered at Bombay. Loan 144; worldwide. Ref. NSIC/HP/2B-2830/62. Bid deadline Oct. 21. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Round bore wire drawing die polishing and enlarging machines, rectangular bore drawing die polishing and enlarging machine. Loan 157; U.S. source. IL#AU/GL/MTC/83/DLF/361. Ref. 2(35)/62-AID-II. Bid deadline Nov. 5. The Jaipur Metals & Electricals, Ltd., Near Rly, Station, Jaipur. ★

☆ Tapeless veneer splicer for plywood industry, with quick detachable combination resin glue and formaldehyde applicator with drive motor of 1½ hp. electrically heated heater bars, with infinite speed variation, designed for pre-applied glue and glue application in the machine, with oil mist lubrication and required spare parts and tools. Loan 157; US. source. IL#AU/GL/75/DLF/361. Ref. 2(29)/62-AID-II. Bid deadline Nov. 8. Hunsur Plywood Works Pvt., Ltd., Hunsur, Mysore State, South.

☆ Horizontal cold chamber die casting machine, 100- or 200-ton capacity, complete with accessories, including main auxiliary furnaces along with instruments, hydraulic operated centerless grinder to grind minimum 1 in. dia. and 4 in. length parts, complete with accessories and hydraulic retractable movement, hydraulic cylindrical grinder to grind parts 10 in. dia. x 18 in. length, capstan or turret lathe having 1½ in. bar capacity with accessories, electrostatic complete painting equipment, suitable for spray painting of fan parts, tool room milling machine, table size 10 in. x 40 in., automatic chucking lathe to take up fancovers up to 10-12 in. dia., type Warner & Swasey Model 1 AC, or similar, complete with accessories; automatic bar work lathe, suitable for 1 in. bar capacity, complete with drilling, tapping, slotting and threading arrangement. Loan 157; U.S. source. IL#991270/DLF-157/HQ CGI. Ref. 41(166)/62-AID II. Bid deadline Nov. 9. Gandhi Electric Industries Pvt., Ltd., 94 Medows St., Fort, Bombay 1. Cable: EMCOFAN. ★

☆ Deep drawing hydraulic press, 80 metric tons, having a drawing power of 80 metric tons, and cushion power of 40 metric tons. Loan 157; U.S. source. IL#990022/DLF-157/61/HQ/CG II. Ref. 4(110)/62-AID-II. Bid deadline Nov. 2. J.M.A. Industries, Ltd., Kashmere Gate, Delhi 6. Cable: JULMOAGE, Delhi. ★

☆ 'Carrier' hermetic compressor motor assembly, complete with accessories and starter, controls comprising expansion, valve, solenoid valve, pipes and thermostat, refrigerant pipe fittings and valves; 'Bryant' air drier, complete with electric reactivation, drive motors and starters, spares and accessories for low humidifying plant. Loan 157; U.S. source. IL# 990698/DLF.157/HQ/CCI/CG.III. Ref. 41 (473)/61 AID-II. Bid deadline Oct. 31. Shree Vallabh Glass Works, Ltd., Bombay. Cable: YASHVADHO, Bombay.

☆ Twenty-four position exhaust trolley with electric oven, complete with all necessary equipment to evacuate quartz burners. Loan 157; U.S. source. IL/#990122/DLF-157/61/61HQ-CG.II. Ref. 4(103)/62-AID. III. Bid deadline Nov. 10. B. Chowdhury & Co., Indian Globe Chambers, Fort St., Fort, Bombay 1.

☆ Crankshaft grinders, maximum distance between chucks, 62 in., max. swing

over table, 22 in., max. offset for throw adjustment, 4½ in., height from floor to spindle centre 44½ in., working spindle speed r.p.m. approximately 24, 35, 45, 55, 75, 100. Ref.NSIC/HP/2D-2284/62. To be delivered at Patila.

☆ Automatic tablet and pill packing machine, center distance 1¼ in. x 1¼ in. size of tablets between ⅛ in. diameter to ⅝ in. with small items. To be delivered at Unnao UP. NSIC/HP/2D-2287/62.

Equipment in preceding 2 paragraphs for Loan 144; worldwide. Bid deadline Nov. 1. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Lyophilsation plant; collapsible tube making plant; ultraviolet and visible spectrophotometer; semi-automatic hard gelatin 2-piece capsules filling and banding machine, with device for imprinting capsules. Loan 157; U.S. source. IL#989840/DLF,157/61; IL#989839/DLF,157/61. Bid deadline Nov. 5, Lyka Labs. Subash Rd.-A, Ville Parle, East Bombay 57. Cable: LYKAPEN.★

Israel

☆ Eimco, or equal, type B thickener mechanism for purchasers 15 meter, dia. x 3.5 side water depth tank; type B thickener mechanism for purchaser's 12 meter dia. x 3.5 side water depth tank, 2, complete set of detailed engineering drawings; rubber lined 6-inch Denver, or equal duplex diaphragm pumps. Loan 183; U.S. source. Sub-Authorization 183/35. Bid deadline Oct. 23. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Attention N. Nisen. Tenders should refer to S/A no. and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by Nov. 15. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate to buyer.

Malaya

Machinery and equipment for making foam rubber cushions, mattresses, pillows, bolsters; requests replies from U.S. manufacturers with plant layout, technical service for machinery installation, and assistance in trading production personnel. Yap Kim Lian, managing director, Power Foam Rubber Products (Mfg.) Co., Ltd. (manufacturer), Jalan Kilang, Petaling Jaya.

Netherlands

Dairy and milk product plant machinery and equipment; beverage machinery and processing equipment. Exclusive franchise for the Netherlands. N. V. Merwestein (importer, wholesaler), 97-107 Zwetstraat, The Hague. WTD 9/25/62.

New Zealand

Automatic or semi-automatic machine for manufacture of wooden oars; requires machinery with high degree of automation. Commercial Sales Corp., Ltd. (importer, marketing consultant), P.O. Box 1286, or 1st Floor, Dilworth Bldgs., Queen St., Auckland. WTD 9/27/62.

Taiwan

• Machinery for veneer and plywood plant, 1 complete plant for daily production of 6,500 sheets of 8 ft. x 4 ft. ⅛ in. plywood with accessories and spares; bid IDA/CDC-3, bid deadline Oct. 27. Quote f.o.b. price and freight to Kaohsiung separately, address to TA Hua Enterprise Co., Ltd., 39, 2D Section, N. King Road East, Taipei.★ (Telephone: WO 7-5589.)

Tunisia

☆ Production of essential oils—rolling steam distilling apparatus for automatic plants, periodic backflow extractor, boiler, 1000 kg./hr., 15 hp. test pressure, distilling apparatus, fixed distilling apparatus for automatic plants, with 4 fixed vessels of 1,000 liters. Loan 196; U.S. source. Credit amount, $75,000. No bid deadline given. Complexe Chimique Tunisian, 27 rue Al Djazira, Tunis.

Turkey

☆ Additional machinery required for existing refrigerators, washing machines and other similar products manufacturing plant, consisting of 2 suspended spot welding machines, pneumatic tools, paint tank equipped with mixer and filter, plastic forming machine, complete with mechanical and electrical equipment. Loan 11; worldwide. Credit amount, $11.000. Bid deadline Nov. 6. Profilo Demir Fabrikadi Komandit Sirketi, 2 tas ocagi sokak, Mecidiyekoy, Istanbul.

United Arab Republic

• Printing machinery and equipment: 1 automatic envelope making and printing machine; 1 foil lining machine; 5 casting and finishing machines for types and spaces; 3 automatic height of type shaping machines; 1 disc edge trimmer; 1 semi-automatic flongs damper for stereos, to be ready for hydraulic press; 1 automatic electric melting furnace for alloying antimony, tin and lead; one 3-ton fork lift truck; and motors and spare parts; bid deadline Nov. 5. General Organization for Government Printing Offices, Cairo.★ (Telephone: WOrth 7-5589.)

☆ Tobacco leaf conditioning unit. Loan 27; U.S. source. Bid deadline Nov. 5. Eastern Co. S.A.E., P.O. Box 1543, Cairo, where all quotations are to be sent directly.★

357 Office, Computing, Accounting Machines

Germany

Adding machines, cash registers, price labeling machines and/or combined price printing and labeling machines, hand and electrically operated. Kontek Kontrolltechnik, Herbert K. Zschaeck (wholesaler, importer). 52 Augusta-Anlage, 68 Mannheim. WTD 6/18/62.

358 Service Industry Machines

Germany

Currency changers adapted for German currency. Direct purchase and agency. Standardwerk Eugen Reis GmbH (manufacturer, exporter, importer), 19 Buechenauer Str., Bruchsal/Baden. WTD 8/10/62.

Rhodesia, Nyasaland

Air conditioners. Electrical Contracting & Winding (Rhod.), Ltd. (wholesaler, retailer), P.O. Box 1226, Lusaka, Northern Rhodesia. WTD 9/25/62.

361 Electric Transmission, Distribution Equipment

Ceylon

• Supply and delivery of 200 transformers. Bid deadline Nov. 27. Embassy reference 193/136. Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C., upon payment of refundable tender deposit of $21 and nonrefundable tender fee of $2.10. Specifications available for review in Room 4217, U.S. Department of Commerce Bldg. (Telephone: WOrth 7-4242.)

El Salvador

• Supply of two 150-kv.-a, distribution transformers. Tender IM 25/62, bid deadline Oct. 25. Administración Nacional de Acueductos y Alcantarillados (Proveeduria), 2a. Av. Nte. No. 512, San Salvador. Specifications in Spanish.★ (Telephone WOrth 7-4242.)

Greece

• Supply of 495 disconnecting switches. Tender DMKD-302-A/316-A. Bid deadline 2 p.m. Nov. 3. Estimated value of contract $16,000. If awarded to U.S. firm, procurement will be charged against AID Procurement Authorization. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens,★ (Telephone: WOrth 7-4242.)

Iraq

• Supply and installation of two 500-kv.-a. transformers and accessories. Tender 87. Bid Deadline Oct. 20. Office of the Director General of Planning and Design. Baghdad. Specifications available for review in Room 4217, U.S. Department of Commerce Bldg. (Telephone: WOrth 7-4242.)

Taiwan

• Three-phase watt hour meter testing set (1); portable; voltage input—30 and 220 volts at 60 cps; voltage output—30 volts and 0 to 300 volts with 0.2 ampere current; phase, voltage and current adjustments—both coarse and fine. Tender CTC Job GFD-13167(F)-(1); bid deadline Oct. 20. bids to be addressed to Purchasing Department, Central Trust of China, 68 Yen Ping Nan Lu, Taipei. Bid forms and specifications available from above address.★ (Telephone: WOrth 7-2775.)

• Supply of 3 power transformers and spare parts. Tender GFD-13751 (L). Bid deadline 3 p.m. Oct. 29. Purchasing Department, Central Trust of China, 68 Yen Ping South Rd., Taipei.★ (Telephone: WOrth 7-4242.)

Thailand

☆ Pothead termination kits. Loan 19; worldwide. Invitation PDC-MEA-138. Bid deadline Nov. 6. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

362 Electrical Industrial Apparatus

Malaya

Gas-driven, lightweight portable generators with power output of 1,500 to 2,000 watts, 110/230 volts, a.c., 50-cycle. Law Joo Ghin Co, M.C.A. Bldg., 67 Ampang Rd., Kuala Lumpur. WTD April 1962.

363 Household Appliances

Germany

Electric household articles, such as toasters, mixers. "EMKA" Metallwarenfabrik Aktiengesellschaft (manufacturer), 1 Suedstr., 5880 Luedenscheid. WTD 9/12/62.

Rhodesia, Nyasaland

Domestic electrical appliances. Electrical Contracting & Winding (Rhod.), Ltd. (wholesaler, retailer), P.O. Box 1226, Lusaka, Northern Rhodesia. WTD 9/25/62.

364 Electric Lighting, Wiring Equipment

Canada

Plastic and glass shielding, clip on shades and prismatic lenses for incandescent and fluorescent lighting fixtures for residential, commercial and industrial use; requests replies from manufacturers only. B.C. Fluorescent Sales & Service, Ltd. (importer, wholesaler, retailer), 2990 Nanaimo St., Vancouver 2, B.C. WTD 7/16/62.

366 Communication Equipment

Greece

● Twenty-five dual pre-tuned channel h.f. receivers required for one way communication with aircraft and ground stations. Bid deadline Nov. 13 under tender C/608/62. Also low frequency radio beacon equipment required for navigational guidance of aircraft equipped with radio compasses. Consisting of 2 main transmitters/modulator, 2 beacon identification systems, and associated parts and accessories. Bid deadline Oct. 30 under tender C/607/62. State Purchases Directorate C, 50 Socratous St., Athens.★ (Telephone: WO 7-2334.)

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Iraq

● Heavy duty mobile X-ray units for Ministry of Health. Bid deadline Dec. 16. Terms and specifications may be obtained from Secretary of the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for $2.80 plus 70¢ mailing charge.★ (Telephone: WOrth 7-2934.)

371 Motor Vehicles, Equipment

Germany

Tools and equipment for use in automobile repair shops. Direct purchase and agency. Autac, Inh. Dipl.-Kaufmann Winfried Schaeferbarthold (importing distributor, manufacturer's agent), Postfach 728, 497 Bad Oeynhausen. WTD 9/18/62.

Mexico

Clutch balancer, new or rebuilt. Cloches y Balatas Morgan Whitley Monterrey (importer), Washington 948 Oriente, Monterrey, Nuevo León. WTD 1/10/62.

Pakistan

Automotive spare parts. Direct purchase and agency. Reliable Traders (importer, indent agent), 10 Jogendra Narayan Sil Lane, Aga Nawab Dewry, Dacca 1, East Pakistan. WTD 9/13/62.

Turkey

☆ Supply of motor vehicles and equipment for IETT Administration. Loan 98; worldwide. Bid deadline Nov. 6. IETT Administration, Metrohan-Beyoglu, Instanbul. Interested suppliers may obtain copies of specifications from Ebasco Services, Inc., 2 Rector St., New York 6, N.Y.★

372 Aircraft, Parts

Rhodesia, Nyasaland

Complete aircraft, aircraft spares, radios, engines and all usual accessories. Direct purchase and agency. Skywork (Pvt.), Ltd. (importer, distributor, retailer), P.O. Salisbury Airport, Salisbury, Southern Rhodesia.

373 Ship, Boatbuilding, Repairing

Mexico

Used steel hull, ocean going tugboat; specifications in Spanish.★ Remolcadores del Golfo, S.A. (tugboat operator, importer), Aurora 304 Sur, Tampico, Tamaulipas. WTD 11/24/61.

384 Surgical, Medical, Dental Supplies

Costa Rica

● Hospital beds, cribs, stools, incubators, invitation 4918, Bid deadline Oct. 22. Hospital kitchens and dietetic equipment, invitation 4945, Bid deadline Oct. 30. Submit to Proveeduria de la Dirección General de Asistencia Medico-Social of the Junta de Protección Social.

● Surgical gloves, rubber tubing, hypodermic needles; invitation 62-52. Bid deadline Oct. 29. Submit to Sección de Proveeduria Caja Costarricense de Seguro Social. Specifications available in Spanish.★ (Telephone: WOrth 7-2934.)

Greece

● Artificial insemination supplies and equipment. Bid deadline Nov. 7. Ministry of Agriculture, Central Fund for Agriculture, Livestock and Forestry of Attica, Athens.★ (Telephone: WOrth 7-2934.)

Iraq

● Twenty electrical suction pumps and 30 simple operation tables for the Ministry of Health. Bid deadline Nov. 25. Terms and specifications may be obtained from the Secretary of the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for $2.80 plus 70¢ mailing charge.★ (Telephone: WOrth 7-2934.)

● Fourteen physiotherapy units for muscle stimulation. Bid deadline Nov. 10. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: WOrth 7-2934.)

391 Jewelry, Silverware, Plated Ware

Rhodesia, Nyasaland

Jewelry polishing equipment and polished stones. Ophir Gemstones & Minerals (jeweler, gem cutter), P.O. Box 52, Umtali, Southern Rhodesia.

394 Toys, Sporting Goods

Rhodesia, Nyasaland

Toys and novelties. New Hardware Centre (Pvt.), Ltd. (importer, wholesaler, retailer), P.O. Box 543, Blantyre, Nyasaland. WTD 9/19/62.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

France

Noncompetitive food products and canned goods of very good quality, preferably frozen foods and food specialties, infants' prepared food, dietetic products. Conserveries de l'Adour (canner, wholesaler, exporter), Route de Bordeaux, Aire-sur-Adour, Landes. WTD 9/20/62.

Ivory Coast

Canned foods; requests replies in French. AFRIGRAM—Ste. Africaine des Grandes Margues (importer, agent), B. P. 426, Abidjan. WTD 9/25/62.

Rhodesia, Nyasaland

All kinds of foods. Ken Hopkins & Co. (manufacturer's agent), P.O. Box 3262, Bulawayo, Southern Rhodesia.

All kinds of food. E. I. Rogoff (Pvt.), Ltd. (manufacturer's agent), P.O. Box 1718, Bulawayo, Southern Rhodesia. WTD 9/25/62.

201 Meat Products

Trinidad

Frozen chickens and parts. Agency on commission basis. Geo. L. Francis-Lau, Ltd. (manufacturer's representative, general commission agent), 18 Abercromby St., or P.O. Box 37, Port of Spain. WTD 4/19/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Netherlands

All kinds of canned fruits. Agency for the Netherlands. Hivema N.V. (importer, exporter, wholesaler), 93-95 Aelbrechtskade, Rotterdam 6.

Dried semi-tropical fruits such as currents, figs; edible nuts such as almonds, hazelnuts, walnuts, brazil nuts and cashew kernels; baby lima beans; locust beans; canned fruit, juices, and jellies. N.V. Agentuur- en Commissiehandel v/h F. De Charro (agent), 59 Walenburgerweg, or P.O. Box 187, Rotterdam 4.

Canned fruit and fish; dried fruit such as apricots, pears, prunes; edible nuts such as almonds, hazelnuts, walnuts; honey. G. Buttner, (agency business and broker) 43c Henegouwerlaan, Rotterdam-3, or P.O. Box 158, Rotterdam 3.

Norway

Dried fruit such as apricots, prunes, raisins, peaches, pears. A/S Norsk Argentisk Handelskompani (importer, agent), 12 Torgalmenning, Bergen. WTD 2/9/62.

204 Grain Mill Products

Canada

Cereal products. Exclusive agency for Canada or western Canada. G. L. Edmondson, Geo. L. Edmondson & Associates (merchandise broker, manufacturer's agent), 318 Homer St., Vancouver 3, B.C. WTD 9/27/62.

211 Cigarettes

Ivory Coast

U.S. cigarettes; requests replies in French. . AFRIGRAM—Ste. Africaine des Grandes Marques (importer, agent), B.P. 426, Abidjan. WTD 9/25/62.

220 Textile Mill Products

Rhodesia, Nyasaland

Textiles; piece goods for men's trousers, synthetic and mixtures; requests replies from manufacturers only. E. I. Rogoff (Rhodesia), Ltd. (manufacturer's agent), P.O. Box 1718, Bulayawo, Southern Rhodesia. WTD 9/25/62.

Tanganyika

All types of fabrics, suitings, dress mate-

rial; requests c.i.f. prices and rate of commission with catalogues and/or samples for canvassing purposes. Echemess (manufacturer's and exporter's representative), P.O. Box 752, Dar es Salaam. WTD 9/24/62.

230 Apparel

Germany

Men's clothing such as slacks, jackets and shirts, lower to medium priced goods. Egon Mertens (manufacturer's agent), 14 Clevornstr., Muenster/Westf. WTD 9/14/62.

Tanganyika

Ready made wearing apparel; requests c.i.f. prices and rate of commission with catalogues and/or samples for canvassing purposes. Echemess (exporter's and manufacturer's representative), P.O. Box 752, Dar es Salaam. WTD 9/24/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Rhodesia, Nyasaland

Veneers; request replies from manufacturers only. E. I. Rogoff (Rhodesia), Ltd. (manufacturer's agent), P.O. Box 1718, Bulawayo, Southern Rhodesia. WTD 9/25/62.

287 Agricultural Chemicals

Pakistan

Fertilizers, insecticides, chemicals. Charles A. Mendoza (importing distributor, manufacturer's agent), Noor Chambers, Bunder Rd., Karachi. WTD 4/11/61.

322 Glass, Glassware

France

Low-and medium-priced glassware, moulded, pressed, and other categories including fancy ware, white and colored, for kitchen and table decoration. Etablissements Roche-Fortune, (wholesalers, commission merchant) 1 Place St.-Laurent, Parthenay, Deux-Severes. WTD 9/17/62.

Tanganyika

Household glassware; requests c.i.f. prices and rate of commission with catalogues and/or samples for canvassing purposes. Echemess (manufacturer's and exporter's representative), P.O. Box 752, Dar es Salaam. WTD 9/24/62.

326 Pottery, Related Products

France

Fancy ceramic articles. Etablissements Roche-Fortune (wholesalers, commission merchant), 1 Place St.-Laurent, Parthenay, Deux-Sevres. WTD 9/17/62.

Tanganyika

Household tableware; requests c.i.f. prices and rate of commission with catalogues and/or samples for canvassing purposes. Echemess (manufacturer's and exporter's representative), P.O. Box 752, Dar es Salaam. WTD 9/24/62.

331 Steel Mill Products

Pakistan

Iron and steel products. Charles A. Mendoza (importing distributor, manufacturer's agent), Noor Chambers, Bunder Rd., Karachi. WTD 4/11/61.

Tanganyika

Building materials such as iron bars, angles, sheets, galvanized piping, galvanized iron plain and corrugated sheets, wire; British standard specifications; requests c.i.f. prices and rate of commission for canvassing purposes. Echemess (exporter's and manufacturer's representative), P.O. Box 752, Dar es Salaam. WTD 9/24/62.

342 Cutlery, Hand Tools, General Hardware

Rhodesia, Nyasaland

Builders' hardware. Ken Hopkins & Co. (manufacturer's agent), P.O. Box 3262, Bulawayo, Southern Rhodesia.

Tanganyika

Cutlery, hand tools, builders' hardware, kitchenware; requests c.i.f. prices and rate of commission with catalogues and/or samples for canvassing purposes. Echemess (manufacturer's and exporter's representative), P.O. Box 752, Dar es Salaam. WTD 9/24/62.

349 Miscellaneous Fabricated Metal Products

Germany

Garment racks of tubular steel; illustration. ★ Karl August Esser (manufacturer's agent), 35 Im Heidewinkel, Duesseldorf-Gerresheim. WTD 3/26/62.

351 Engines, Turbines

Nigeria

Small diesel engines. United Africa Co. (Technical), Ltd. (importer, sales and service company), Taylor Rd., or P.O. Box 9, Ebute Metta, Lagos. WTD 5/4/62.

352 Farm Machinery, Equipment

Netherlands

Agricultural machinery. Veldkoning's Handel-Maatschappij N.V. (importer, wholesaler), 49 Dr. Philipslaan, Roermond.

Nigeria

Corn mills, corn shellers, rice huskers and polishers. United Africa Co. (Technical), Ltd. (importer, sales and service), Taylor Rd., P.O. Box 9, Ebute Metta, Lagos. WTD 5/4/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

France

Light-duty equipment for public works and building contractors, such as compressors, pneumatic tools, hoists, scrapers, cement batchers, and related lines. Agency for France. J. Viriot & Cie. (Etablissements), (wholesalers, retailers, sales agents, manufacturers), 50 Cours Balguerie-Stuttenberg, Bordeaux, Gironde. WTD 8/10/62.

Public works and civil engineering equipment and heavy-duty industrial and construction machinery of modern types, such as excavators, earth movers, motor scrapers, shovels, dumpers, road-widening finishers, crane carriers, and other kinds of heavy duty machines for building contractors. Aurieres Freres & Cie. (Ets.), (retailer, sales agent), 540 Route de Toulouse, Begles, Gironde. WTD 8/10/62.

Pakistan

Earth moving equipment. Charles A. Mendoza (importing distributor, manufacturer's agent), Noor Chambers, Bunder Rd., Karachi. WTD 4/11/61.

354 Metalworking Machinery

Canada

Small electric tools; good quality in low to medium price range. Exclusive agency for Canada. A. A. Deyong, Ltd. (wholesale distributor, importer), 2717 W. Broadway, Vancouver 8, B.C. WTD 9/26/62.

356 General Industrial Machinery

Netherlands

Stationary torque converters, hydraulic drives; all capacities from 20 to 2,000 hp. N.V. Agam Motoren (importing distributor, manufacturer's agent), 214 Goudsesingel, Rotterdam 1.

Nigeria

Small water pumps up to 25 hp. United Africa Co. (Technical), Ltd. (importer, sales and service), Taylor Rd., P.O. Box 9, Ebute Metta, Lagos. WTD 5/4/62.

358 Service Industry Machines

France

Air-conditioners of most modern types, and related apparatus, for industrial, commercial, and residential requirements. Agency for France. Etablissements Parent (manufacturer, wholesaler, and retailer), boulevard du Midi, Nerac, Lot-et-Garonne. WTD 9/18/62.

Netherlands

Commercial refrigerators; commercial coffee making equipment, stoves, grills, and other equipment used in hotels and restaurants such as dish washers, mixers, grinders. Veldkoning's Handel-Maatschappij N.V. (importer, wholesaler), 49 Dr. Philipslaan, Roermond.

363 Household Appliances

Netherlands

Refrigerators, mixers and other electrical household equipment. Veldkoning's Handel-Maatschappij N.V. (importer, wholesaler), 49 Dr. Philipslaan, Roermond.

371 Motor Vehicles, Equipment

Australia

Semi-trailer axles and equipment. Automotive Spare Parts (importer, manufacturer's agent), 532 Marrickville Rd., Dulwich Hill, Sydney. WTD 8/7/62.

373 Ship, Boatbuilding, Repairing

Netherlands

Marine reversable pitch propellers, reduction gears (also stationary use), reversing gears. N.V. Agam Motoren (importing distributor, manufacturer's agent), 214 Goudsesingel, Rotterdam 1.

381 Engineering, Laboratory, Scientific, Research Instruments

Germany

All kinds of laboratory instruments for industrial, chemical, biological, research, and control laboratories; especially interested in all lines of laboratory measuring and recording instruments and in new laboratory supplies. Requests replies in German. Dr. Ing. Kurt Schmalfuss (manufacturer, importer, exporter, wholesaler, agent), 705 Waiblingen, Mayennerstrasse 9, or P.O. Box 138.

Nigeria

All types of surveying equipment. Vivian Younger & Bond (Nigeria), Ltd. (manufacturer's representative), 3/7, Nnamdi Azikiwe St., P.O. Box 427, Lagos. WTD 3/31/59.

Leads for Importers

Commodities are offered direct unless specified.

101 Iron Ores

Tunisia

Djerissa iron ore, 150,000 tons. Office National des Mines (governmental agency), Economic Section, Embassy of Tunisia, 2408 Massachusetts Ave., Washington, D.C.

200 Food, Related Products

Zanzibar

Seaweed, seashells, fresh coconuts. Bombay Store, P.O. Box 134, Wete, Pemba (importer, exporter, wholesaler). WTD 9/14/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

France

"Foies gras" (goose liver blocks, natural, and truffled) of very good quality, in tin cans of various sizes; goose and duck meat, legs and wings, canned in own fat; canned "cassoulet" (sausage and beans in Bearnaise sauce); meat pies. Also, in small tin cans, choice food products sold as appetizers under trade name of Cocktail Adour. Conserveries de L'Adour, Route de Bordeaux, Aire-sur-Adour, Landes (canners, wholesalers and exporters of meat products). WTD 12/12/56 (under revision). Brochure.★

209 Miscellaneous Food Preparations, Related Products

France

Flower and vegetable seeds of various categories sold in small paper packets; watercress, improved with large leaves, in 1-lb. bags. Catros-Gerand, 31 Allees de Tourny, Bordeaux, Gironde. WTD 6/13/58.

283 Drugs

France

Lactic casein, Rennet and related products. Roger Lafont, 12 Place des Martyrs-de-la-Resistance, Bordeaux, Gironde (wholesaler handling chemical products). WTD 9/21/62.

314 Footwear

France

Summer footwear "nu-pieds" (canvas shoes with leather straps); bedroom slippers (mules, leather and felt), for winter use; and other fancy sandals for men, women and children. Pierre Recalt (Etablissements), 11 rue de la Navarre, Mauleon-Soule, Basses-Pyrenees (manufacturer, wholesaler). WTD 7/26/62.

356 General Industrial Machinery, Equipment

Germany

A. S. A. roller chains, U.S. class SS bushed and affiliated products. Theodor Tilemann E.G., Postfhoh 52, Clevelsberg (Westfalen), (manufacturer, exporter). WTD 4/14/60. Brochure.★

363 Household Appliances

Germany

Infrared barbecue machines and rotisseries for household and commercial purposes. "EMKA" Metallwarenfabrik A. G., 1 Suedstrasse, 5880 Luedenscheid (manufacturer). WTD 9/12/62. Brochure.★

375 Motorcycles, Bicycles, Parts

France

Chain-driven bicycles; power-bicycles; motorcycles, spare parts, and accessories. Etablissements Cazenave, Belin, Gironde. WTD 6/3/60.

391 Jewelry, Silverware, Plated Ware

Burma

Precious and semi-precious stones such as jade, ruby and sapphire. Union Supply Co., 83 Phayre St., Rangoon (exporter, importer, wholesaler, commission agent). WTD 8/28/62.

Italy

Coral, cameos and mother-of-pearls. Ciro Raiola, Via G. Beneduce, 47, Torre Del Greco (Napoli). WTD 8/17/59.

Thailand

Silver bowls, silver jugs, antiques and curios. Damrongailp, 52-54 Wualai Rd., Chiengmai (manufacturer). WTD 4/23/62.

399 Miscellaneous Manufacturing Industry Products

Sweden

Advertising novelties and specialties. Handels- & Fabriksfirman Stiko, Vallingstan 35, Stockholm C. (wholesaler and sales agent). WTD 5/9/62.

571 Home Furnishings

France

Art-enamels and hard-decorated enamel-wares, principally pictures (sizes 40 x 30 centimeters and smaller), sceneries and reproduction of paintings or portraits, made in Limoges by artisan workers. Christiane Raclot ("Emaux d'Art"), 9 rue Jean-Jaures, Limoges, Haute-Vienne. WTD 9/19/62.

599 Retail Store Products

Greece

Greek handmade artcrafts and items of popular art (trinkets, bric-a-bracs) of ancient or modern style and design. Paneuropean Trading Office, 4 Themistocleous St., Athens. WTD 6/6/62.

Germany

Anodized gift and household articles. "EMKA" Metallwarenfabrik A.G., 1 Suedstrasse, 5880 Luedenscheid (manufacturer). WTD 9/12/62. Brochure.★

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Australia

Edward C. Knoblauch, representing Poultry Farmers Co-operative, Society, Ltd., Red Comb House, Roma St., Brisbane, Queensland, interested in purchase of latest types of **machinery for flour and provender milling**, purchase of **soya bean meal**. Oct. 10 via San Francisco for 9 days; c/o New York Field Office of Department of Commerce, 350 Fifth Ave., New York, N.Y. Itinerary: San Francisco, New York, Washington, Kansas City, Cleveland, Los Angeles.

Colin J. Scard, representing Welded Products, Ltd., c/o The American Chamber of Commerce in Australia, Kindersley House, 33 Bligh St., Sydney, interested in field of **heavy duty machine tools**, including **presses, hydraulic equipment and spring and wire forming machinery**, and would welcome occasion to discuss opportunities to widen scope and diversify activities of his firm in allied or general machine tool fields, especially in distribution rights. Sept. 17 via Los Angeles for visit lasting through November 3; c/o Chambers of Commerce in Bridgeport, Conn.; Richmond, Ind.; Milwaukee, San Francisco, Los Angeles, New York, Chicago. Itinerary: cities listed above.

Brazil

Dr. Alberto Franco do Amaral, Rua Maranhao 163, Sao Paulo, interested in **selective cattle breeding** and **scientific feeding operations**. Oct. 5 via Houston for 3 weeks; c/o U.S. Department of Commerce, 610 Scanlon Bldg., 405 Main St., Houston 2, Tex. Itinerary: Houston, Dallas, Los Angeles, San Francisco, Washington, New York.

Dr. Alipio Ferreira de Castro, representing Associacao dos Criadores de Gado Nelore do Brasil, Rua Formosa 367-19° andar, interested in visiting large scale **Brahma cattle breeding farms**. Oct. 3 via New Orleans for 30 days; c/o U.S. Department of Commerce Field Office, 133 St. Charles Ave., New Orleans 12, La. Itinerary: New Orleans, Houston, Dallas, Chicago, San Francisco, Buffalo, New York, Washington, Miami.

Dr. Eduardo Simonsen, representing Ceramica Sao Gaetano and Sofunge—Sociedade Tecnica Fundicoes Gerais, Av. Paulista 2073 1° andar, Sao Paulo, interested in arranging for **publication of book** "Economic History of Brazil 1500-1820," written by his father, the late Roberto Cochrane Simonsen, who was an outstanding economist and industrialist of Brazil. Between October 15 and 20 via New York for 2 weeks; c/o M. M. Soares, 80 Wall St., New York, N.Y. Itinerary: New York, Chicago, other cities.

Sr. Arthur Hoefig, Rua Convencao de Itu 81 7° andar, Sao Paulo, interested in **Brahma cattle breeding farms** and visiting a modern **slaughterhouse operation** preferably in Middle West, and requesting technical information concerning establishing slaughterhouse for 600 head of

cattle daily. Oct. 3 via New Orleans for 30 days; c/o U.S. Department of Commerce Field Office, 1508 Masonic Temple Bldg., 333 Charles Ave., New Orleans 12, La. Itinerary: New Orleans, Houston, Dallas, Chicago, San Francisco, Buffalo, New York, Washington, Miami.

Costa Rica

Kenneth Lee and Miguel Ortuno, representing Materiales Prefabricados, Ltda., Aptdo. 247, San Jose, interested in obtaining contract from U.S. manufacturer for manufacture of **wood furniture parts, tool handles,** and **miscellaneous wood parts,** and requesting technical information on **creasing and cutting machinery** for cardboard box manufacture. Oct. 14 via Miami for 2 weeks; 1st week: c/o Consulate of Costa Rica, New York, N.Y.; 2nd week: c/o Travis Applegate Co., 714 Building & Loan Bldg., Grand Rapids 2, Mich. Itinerary: Miami, New York, Grand Rapids.

Denmark

A. P. Christensen, representing A. P. Christensen, 6 Rysensteensgade, Copenhagen V, interested in agency and import of **hardware, kitchen utensils, tools, gift articles.** Oct. 15 via New York for 2-3 weeks; c/o P. A. Krogh, 17 Baltimore St., Hartford, Conn. Itinerary: New York, Hartford, nearest states.

France

Robert Catherine, chief, Department of Special Clothes and Breathing Devices, and Noel Grenier, chief, Department of Protective Glasses, representing Consortium Pour La Fabrication de Materiel de Securite Co-Ma-Sec, 10, rue Montcalm, Paris, interested in visiting U.S. manufacturers of **safety equipment** and a few large users of safety equipment. Oct. 21 via New York for unknown length of time. U.S. address: Société Atlas Safety Products, 2209 W. Glenwood Ave., Philadelphia 32, Pa., (U.S. branch). Itinerary: going to National Safety Congress at Chicago, Nov. 21-26.

S. de Bordelius, representing Ateliers de Poclain, Le Plessis-Belleville, Oise, interested in **hydraulic excavator and shovel manufacturing** company, and looking for U.S. agent or licensee to manufacture their products in U.S. Oct. 10 via Chicago for 4 weeks; c/o G. L. Blanchard, 447 Fullerton Parkway, Chicago 14, Ill. Itinerary: Chicago, St. Louis, Pittsburgh, Buffalo, New York, Washington.

Germany

Dr. Ing. Theodor Tilemann and Klaus Friedrich, representing Theodor Tilemann Kom.-Ges., 10 Brunnenstrasse, Postfach 32, Gevelsberg, interested in visiting manufacturers of **conveyor chains, drive chains** (heavy), and **roller chains** in general. Oct. 2 via New York for 6 weeks; c/o Attn: Mrs. Frederick von Hessert, Llewellyn Park, West Orange, N. J. Itinerary; New York, Cleveland, Detroit, Columbus, Chicago, Milwaukee, Minneapolis, St. Louis, Salt Lake City, San Francisco, Portland, Los Angeles, Houston, Philadelphia, other large cities.

Ghana

E. A. Spyrakis, representing Hoeks (Ghana), Ltd., P.O. Box 1888, Accra, interested in forming trade connections with U.S. firms to represent them in West Africa and in Europe, chiefly in field of **general merchandise.** Oct. 15 via New York for 4-6 weeks; c/o U.S. Department of Commerce Field Office, Empire State Bldg., New York 1, N.Y. Itinerary: New York and principal Eastern cities.

Israel

Bruno Richard Klein, export manager, and Ernst S. Teltsch, chairman, board of directors, representing Palestine Edible Products, Ltd., P.O. Box 707 Haifa, interested in export of **Kosher dehydrated soups, special oriental foods**—humus: (techina sesame) and falafel mix and requesting technical information on packaging requirements and status of acceptance by Food and Drug Administration of Israeli Veterinary Certificates on meats, particularly poultry-containing soups. Firm presently importing U.S. chicken for use in dehydrated soups being exported to U.S. and elsewhere. Oct. 15 via New York for 1 month; c/o Tel Aviv Import Corp., 72 Steuben St., Brooklyn 5, N.Y. Itinerary: New York, Philadelphia, Washington, Chicago, San Francisco, Los Angeles, other West Coast cities.

Zvi Igler, technical manager, representing Damat Tools and Machinery Manufacturers Co., Ltd., 20 Akhva St., Tel Aviv, interested in visiting plants producing new **plumbing goods.** Also in purchasing **testing and other equipment** including **automatic processing machinery,** and requesting technical information on **bronze and brass processes, automatic nickel** and **chrome plating.** Sept. 25 via New York for 6 weeks; c/o Israel Consulate General, New York, N.Y. Itinerary: New York and others to be planned.

Raphael Ben Yosef, managing director, representing Aravah A.T.I., Ltd., 40 Nachmani St., Tel Aviv, P.O. Box 14051, interested in agencies for **heavy mechanical equipment** for construction and industry. Oct. 10 via New York for 1 month; c/o R. E. Stanley Associates, Room 1211, 717 5th Ave., New York, N.Y. Itinerary: New York, Baltimore, Houston, Dallas, Chicago.

Italy

Mario Melchioni and party, representing Melchioni, S.p.A., Via P. Colletta 39, Milan, interested in discussing with U.S. producers of **electric household appliances** establishment of joint-venture organization for sale and service of such American-made equipment. Oct. 12 via New York for 10 days; c/o Hotel Waldorf-Astoria, 50th St. and Park Ave., New York, N.Y. Itinerary: New York.

Japan

Toshihiro Maeda, assistant chief, Metal Working Division, representing Nippon Paint Co., Ltd. (Nippon Paint K. K.), 600 Minami-Shinagawa 4-chome, Shinagawa-ku, Tokyo, interested in possible licensing arrangements with U.S. manufacturers of **metal surface working chemicals** and requesting technical information on **metal working chemicals, rust-proof chemicals, polishers and waxes.** Oct. 7 via Los Angeles for 11 weeks; c/o Amchem Products, Inc., Ambler, Pa. Itinerary: Philadelphia, Ambler, Houston, Cincinnati, Chicago, Cleveland, Detroit, New York, other cities.

Netherlands

J. F. Fischer Fzn., representing Euromarketing (consultants for marketing and sales organization), 298 Sportlaan, The Hague, interested in **marketing and sales organization,** in talking with marketing consultants in U.S. to obtain representations to assist U.S. companies in establishing market organizations in European Common Market. Oct. 23 via New York for 2 weeks; c/o Shelton Towers Hotel, Lexington Ave. and 49th St., New York, N.Y. Itinerary: New York.

Pakistan

Rahim Ali, representing Peerless Industrial Engineering Co., P.O. Box 441, 395/5 Jehangir Kothari Bldg., North Napier Rd., Karachi 1, interested in **machine tools, electric motors, pumping sets, hard tools and industrial machinery, marine engines and generating sets.** Oct. 15 via New York for 1 month; Muller and Phipps (Asia), Ltd., One Park Ave., New York 16, N.Y. Itinerary: Washington, Buffalo, Milwaukee, Chicago, Los Angeles, and San Francisco.

Philippines

Emiliano R. Bautista, representing Philparts Manufacturing Co., Inc. (manufacturers of tractor pistons), 656 Ronquillo St., Manila, interested in licensing agreement for manufacture of **engine bearings** in P. I. Oct. 1 via Chicago or New York for 2 weeks; Andover International, New York, N.Y. Itinerary: Cleveland, Detroit.

Rhodesia, Nyasaland

Leonard Stanley Hill, representing Central Africa Building Society, Mutual House, Speke Avenue, Salisbury, interested in **business promotion in finance** (especially savings and loan associations). Oct. 18 via New York for 6½ weeks; Office of the Federation of Rhodesia and Nyasaland, c/o British Embassy, Washington, D.C. Itinerary: New York, Las Vegas, Los Angeles, San Francisco, Chicago, Washington.

Spain

Joaquin G. Bejar, manager, Foreign Section, representing Viajes Marsans, S.A., Avda. Gmo. Franco 443, Barcelona, interested in **travel agency business** and requesting technical information on all angles for promoting travel to U.S. and all new techniques of travel business in general. Oct. 14 via New York for 1 month; c/o Lissone & Lindeman, 500 Fifth Ave., New York, N.Y. Itinerary: New York, Las Vegas, probably Los Angeles, San Francisco, Seattle, Chicago, Detroit, Washington, Baltimore.

Sweden

Georg Dahlberg, representing Georg Dahlberg AB, Regeringsgatan 109, Stockholm C, interested in contacting manufacturers or exporters of **men's socks** and **ladies' lingeries.** Oct. 15 via Los Angeles for 10 days; c/o Reine Riesbeck, 5820 Wilshire Blvd., Los Angeles 36, Calif. and c/o M. Werner, 8 E. 69th St., New York 21, N.Y. Itinerary: Any city showing interest and which can be reached during visit.

Thailand

Rachai Techapoolpole, representing Pop Products Co., Ltd., Rajdamri Rd., Bangkok, interested in **equipment** to produce **ice cream, ice cream cones, condensed milk,** and **pasteurized milk.** Would like to learn about new production techniques and machinery now being used, as well as marketing methods employed in U.S. Oct. 20 via New York for 2 months; Haley & Co., 465 California St., San Francisco, Calif.; Blevins Pop-Corn Co., Nashville, Tenn. Itinerary: New York, Nashville, San Francisco or Los Angeles.

United Arab Republic

Abdel-Ghaffar Mahmoud Issa, general sales manager, representing National Spinning & Weaving Co., Karmouz, Alexandria, interested in selling U.A.R. **cotton yarn and textiles** to U.S. and requesting technical information on **marketing methods.** Oct. 1 via New York for 23 days; c/o T.W.A., New York, and U.A.R. Embassy, Washington, D.C. Itinerary: New York, Washington, Los Angeles.

Nazih Ahmed Amin, representing National Spinning and Weaving Company, Karmouz, Alexandria, interested in purchasing **spinning, weaving and finishing machinery** from U.S. and requesting technical information on new **textile machinery.** Oct. 1 via New York for 23 days; c/o T.W.A. New York, and U.A.R. Embassy, Washington, D.C. Itinerary: New York, Washington, Los Angeles.

Construction Projects

Supplementary information on items followed by (★) and on NATO projects is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

U.S. firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff, as described in the brochure on the NATO international competitive bidding program, available from that division.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan. ★

ARGENTINA—Railway Administration, reportedly preparing specifications for 1,500 kilometers of **track improvement** at estimated cost of about $37,500 (4.5 million pesos) per kilometer. Bidders may be required to offer financing terms.

BOLIVIA—$1 million, 2,000 barrel per day **refinery** planned for Santa Cruz by YPFB (Bolivian State petroleum entity). Equipment orders have been placed with U.S. firm. Construction expected to be completed by July 1963.

BRAZIL—Companhia Telefonica Brasileira plans to spend $5 billion cruzeiros over 4 years to improve **long distance telephone service** in State of Sao Paulo. The program, Plano Bandeirante, calls for 1,200 additional circuits, microwave system linking major towns, and direct dial system between Sao Paulo, neighboring cities and Rio de Janeiro.

CEYLON—Government approval given to several private manufacturing ventures. These include Brown & Co., Ltd., Darley Rd., Colombo, and Walker Sons & Co., Ltd. (**air conditioners**); Richard Peiris & Co., Ltd., Hyde Park Corner, Colombo (**furniture, artificial leather, laminated paper**), and Shums & Co., Colombo (**vinyl shoes, buttons, socks**).

Development Division of Ministry of Industries has approved 31 private manufacturing ventures, covering **toys, springs, clocks, socks, inks, fountain pens, tricycles, plastic wallets, nails, toothpaste** and other products. Names and addresses of approved ventures available.★

INDONESIA—Press statement by Jusuf Muda Dalam, managing director of Banteng Hotel Co., indicates 200-room **hotel** will be built in Djakarta. Scheduled to be opened in late 1965, hotel will cost estimated $11 million, 2 billion rupees.

Press also announced plans for construction of 14-story **department store** ("Sarinah") in Djakarta, with capital coming from both government and local private sources.

New **hotels** will be built in Bali (10 stories), Djakarta (8 stories), and Pelabuan Ratu (6 stories). While Japanese-financed, some materials, such as the following, may be obtained from other sources: **airconditioning equipment, ice-making machines, kitchen and laundry equipment, telecommunications equipment, baked enamel steel sheets for exteriors, glass block, floor tile** and **anti-glare paint.** Literature and prices may be sent to Professor Ir. Hadinoto, president director, P. N. Pembangunan Perumahan, Djalan Thamrin No. 57, Djakarta, Indonesia.

MALAYA—Government exploring possibility of obtaining loans from Germany for Penang port improvements and from IBRD for **electric power projects, irrigation and drainage,** and **homesteading.**

MEXICO—Derivados Macroquimicos, S.A., will construct plant in State of Mexico to produce **monocloroacetic acid** from domestic acetaldehyde. Estimated cost is $300,000, and annual capacity 1,300 metric tons. Construction will be started in early 1963, with operations to commence by August 1964.

Salicilatos de Mexico, S.A., will produce **benzoic acid, benzaldehyde, methyl benzoate** and other chemicals from domestic toluene. Plant, to be in Mexico City area, will cost about $200,000 and have an annual capacity of 1,100 metric tons. Operation expected to start in early 1964.

National Urban Mortgage and Public Works Bank carying out $100 million (1.2 billion pesos). Nonoalco-Tlaltelolco urban development project in Mexico City. Expected to be completed in 2 years, it will include about 12,000 **apartment units, schools, churches, clinics, stores, offices** and **recreational facilities.**

NICARAGUA—Bids were opened Sept. 11 for Tuma River Project TMV-1C-4, covering **transmission lines, transformers, equipment and substations.** As of Sept. 19 no decision on award had been made. Additional information on content of tender, names of bidders and bid amounts available to interested companies.★

PHILIPPINES—Secretary of Department of Public Works and Communications revealed that projects to be emphasized under 5-year plan will include river basin surveys for irrigation, power development and other purposes, 5 million pesos (3.85 pesos=$1); roads (386 million pesos); water and sewerage (131 million pesos); irrigation (122 million pesos); river control (120 million pesos); seaports and airports, including facilities (124 million pesos); hospitals (5 million pesos); schools (76 million pesos); and government buildings (965 million pesos).

PORTUGAL—Government has plans for 4 **irrigation projects** with total value of about $26.6 million, and work on **airports** in 4 cities. Funds were obtained from German loan.

REPUBLIC OF SOUTH AFRICA—Electricity Supply Commission (ESCOM), Pretoria, as part of its expansion program, intends to begin construction of 110 million rand (1 rand=$1.40) **electric power station** in Eastern Transvaal. Generating capacity will be 1.6 million kilowatts, produced by eight 200,000 kw. turbo-generators.

SYRIA—Minister of Communications announced award of $2.5 million contract to U.S. electrical engineering firm, Collins, for 1,200 kilometer **telephone and broadcasting communcation network.** Total cost of project about $3.4 million (£12.5 million).

THAILAND—Firestone Tyre and Rubber Co., (Thailand), Ltd., of Bangkok will construct $10 million **tire and tube plant** in Bangkok area. A $5 million loan from Export-Import Bank of Washington will be used to purchase equipment in U.S. Completion of plant expected in late 1963.

URUGUAY—Approval made of IDB Social Progress Trust Fund Loan of $8 million to Government to help finance construction of 4,100 **homes** for low-income families. Houses, costing between $1,800 and $5,000, will be built in various cities. Four agencies are involved in construction: Banco Hipotecario Nacional del Uruguay, 1,000 homes; Instituto Nacional de Viviendas Economicas (INVE), 1,900 homes; Concejo Departamental de Montevideo, 800 homes, and Concejo de Soriano, headquartered in city of Mercedes, 400 homes.

VENEZUELA—New company, COMDIMA, formed by Venezuelan Development Commission (CVF) and Maracaibo District Municipal Council to develop Maracaibo Industrial Zone at cost of 4.5 million bolivares. CVF will install **streets and water, sewage and electric power services.** Work will reportedly be completed in about 4 months.

VIET-NAM—Government continuing construction on estimated $41.2 million (2,473 million piasters) industrial complex at An Hoa, in Quang Nam province. Loans being sought from U.S., France and West Germany. Project will include 25,000-kw. **power plant, urea factory,** plant to produce **sulphuric acid** and other **chemicals, water mains, bridges, and housing.**

A **sugar refinery** planned at Quang Ngai by Viet-Nam Sugar Co. Estimated cost is about $7.3 million (440 million piasters), of which $3 million (180 million piasters) will be for imported equipment.

Sicovina **cotton mill** planning to build branch in Da Nang. It is now building **dyeing plant** at An Nhon, near Saigon.

Government has earmarked about $1.7 million (100 million piasters) for construction of low-cost **housing.**

Bids invited in U.A.R. for transformer station

The United Arab Republic is inviting tenders for supply and erection of a complete transformer station for the Assuit Preparation Factory.

The invitation calls for three 50-cycle, 3-phase 1,000 kv-a. transformers and other accessories. Bid deadline is Nov. 17.

Bids should be submitted to the General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo.

A copy of the bid invitation and specifications is available for review from the Power and Electrical Equipment Division, BDSA, Room 4217, U.S. Department of Commerce, Washington 25, D.C.

Peru extends bid deadline on hydroelectric project

The Peruvian Santa Corporation has announced that the deadline for bids on the Cañon del Pato hydroelectric expansion project has been extended to 9 a.m. Nov. 2 (INTERNATIONAL COMMERCE, Aug. 27, p. 31).

Bids requested in Sudan for lister diesel engines

The Sudan Railways has requested bids for 2 lister diesel engines type FR2 radiator cooled 10 bhp. complete with accessories and spares covered by contract 2643.

Bids should be submitted in sealed envelopes marked "Tender for supply of 2 lister diesel engines" to the Sudan Government Purchasing Agent, 3-5, Cleveland Row, St. James's, London, S.W.1. Closing date is Nov. 5.

A copy of specifications is available for review at the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Lifting platform sought by New Zealand Government

The Ministry of Works of the New Zealand Government invites bids for the supply of an adjustable type working platform mounted between 2 self-powered staging units arranged for single-man operation from either end: lifting capacity 1,000 lb. net.

The equipment must conform to the New Zealand Construction Act and New Zealand Regulations.

Full particulars, illustrations and technical details should be supplied with the tender. Details of prices and delivery should be stated together with itemized details and prices of the complete range of rigging accessories available.

Bids will be received by the Stores Manager, Ministry of Works, New Zealand Government, Wellington. Deadline is 4 p.m. Oct. 25.

Copies of the specification are available from the New Zealand Senior Trade Commissioner in the United States, 1145 19th St., NW., Washington 6, D.C.

Bids requested in Taiwan for cast iron fittings

The Central Trust of China, Purchasing Department, has issued invitations for bid on 3 lots of cast iron fittings for the Taipei Regional Water Supply Commission. Deadline for submission of bids is Oct. 22.

Each lot consists of several hundred fittings. No estimate of tonnage or of value is available.

Tender documents and specifications are available for reference in the Building Materials and Construction Industries Division, Room 4002, U.S. Department of Commerce, Washington 25, D.C.

President Kasavubu recently signed an ordinance instituting a new and stringent form of financial control for the Congo. The decree establishes 3 new positions: Foreign Exchange Controller, Budget Controller, and Director of Aid Coordination. For the time being, 3 UN experts will fill the positions.

Organization in Kuwait to aid U.S. exporters

The Kuwait Chamber of Commerce, in cooperation with the U.S. Embassy, has offered to assist U.S. firms wishing to do business in Kuwait.

Exporters who want to sell their goods in Kuwait must have an agency in that country or be in partnership with a Kuwaiti firm. The Chamber of Commerce will assist in making such arrangements.

It also invites promotional literature and samples of goods for display.

Interested firms should communicate directly with the Kuwait Chamber of Commerce, P.O. Box 775, Kuwait, State of Kuwait, sending copies of their communications to the U.S. Embassy in Kuwait.

The Embassy recommends U.S. airmail (25 cents) for rapid exchange of correspondence.

S. Africa asks equipment for radio broadcasting

The South African Broadcasting Corp., P.O. Box 8606, Johannesburg, Republic of South Africa, is inviting tenders for the supply of radio transmitting equipment including twenty-five 3000-watt VHF-FM broadcast transmitters, four 250-watt VHF-FM broadcast transmitters, 24 broadcast antenna multiplexing units, 20 wide-band VHF transmitting aerials, and 20 wide-band VHF receiving aerials.

Closing date for bids is 12 noon Nov. 7.

This equipment is covered by 8 separate specifications which may be obtained from the Chief Engineer, 5th Floor, Kariba House, 164 Commissioner St., Johannesburg, against deposits by check which vary according to the particular specifications desired.

Additional information is available in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C. Deposits will be returned on receipt of bona fide tenders, or on the return of documents at least 1 week before closing date.

Iran Government requests 18,000 poison sprayers

The Iranian Tobacco Monopoly has invited bids for 18,000 knapsack poison sprayers. Offers will be accepted through Nov. 10.

Copies of the specifications and conditions may be obtained from the ACME Division, BDSA, U.S. Department of Commerce, Washington 25, D.C.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated August unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Syria.

Alcoholic Beverage Manufacturers — Portugal.

Automotive Vehicle and Equipment Importers and Dealers—Philippines.

Book, Magazine and Periodical Importers and Dealers—Austria.

Dry Good and Clothing Importers and Dealers—Norway.

Furniture Manufacturers—France.

Instrument, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Venezuela.

Iron and Steel, Nonferrous Metal and Building Material Importers and Dealers—Denmark.

Leather and Shoe Finding Importers and Dealers—Austria.

Metallurgical and Metal Working Plants —Argentina, September.

Metallurgical and Metal Working Plants —France.

Photographic Supplies Dealers and Photographers—India.

Textile Industry—Japan.

New Books and Reports

Directory of Jamaica—1962. Published by The Diplomatic Press. London. 1962. 100pp. $5.

A reference book on the newly-independent Caribbean nation, including a trade index and a biographical section on Who's Who in Jamaica. The book contains articles on economic development and progress, external trade, finance and banking, transport and communications, tourism, education and culture, public health and social welfare, external relations and the press.

Copies can be ordered from the Diplomatic Press and Publishing Company (DIPREPU Company Limited), 13, Cotswold Gardens, London, N.W.2.

Marine insurance. Published by the Insurance Company of North America. Philadelphia. 1962. 51pp.

Notes and comments on ocean cargo insurance. This informative booklet explains when to insure, how to insure, how much to insure, the terms and conditions of coverage, the cost of insurance, and adjustment of claims. An appendix lists American foreign trade definitions, and another contains selected references to books dealing with the marine insurance field.

Export Packaging. Published by the Marine Service Department of the Insurance Company of North America. Philadelphia.

Reprints of 3 articles written by Benjamin T. Brooks, Jr. of North American for the Exporter's Digest Magazine in 1956. Articles cover The Problem of Water Damage, The Breakage Problem, and the Problem of Theft and Pilferage.

Manufacturing Processes for Licensing. By the Dyestuff & Chemical Process Corporation. Teaneck, N.J. 1962. 22pp.

A listing of a substantial number of the products which the chemical consulting firm, Dyestuff & Chemical Process Corporation, has available for licensing. It includes dyestuffs, pigments, resin-bonded colors, intermediates, and Naphthols and bases.

Copies of this brochure can be obtained by writing to the company at 490 Standish Road, Teaneck, N.J., or by telephoning (area code 201) 836-8065.

World Trade Information Service. U.S. Department of Commerce. Washington, 1962.

The following reports in the WTIS series are now available from the Superintendent of Documents, Government Printing Office, Washington 25, D.C.

Import Tariff System of Sweden. Part 2, No. 62-45. 2pp. 15 cents.

Import Tariff System of Afghanistan. Part 2, No. 62-47. 2pp. 15 cents.

Total Export and Import Trade of the U.S. January-June 1962. Part 3, No. 62-26. 12pp. 20 cents.

AID's technical paperbacks going to 80 countries

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Listings of new titles included in the series can be obtained from the Publications and Technical Services Branch of the Agency for International Development on or after October 1.

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Albuquerque, N. Mex., U. S. Courthouse, Phone: CHapel 7-0311, Ext. 386
Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75 Forsyth St., N.W., Phone: JAckson 2-4121, Ext. 6000
Boston 10, Mass., Room 230, 80 Federal St., Phone: CApitol 3-2312
Buffalo 3, N. Y., 504 Federal Building, 117 Ellicott St., Phone: TL. 3-4216
Charleston 4, S. C., Area 2, Sergeant Jasper Bldg., West End Broad St., Phone: 722-6551
Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave., Phone: 634-2731
Chicago 6, Ill., Room 1302, 226 West Jackson Blvd., Phone: ANdover 3-3600, Ext. 743
Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St., Phone: DUnbar 1-2200, Ext. 345 & 346
Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave., Phone: CHerry 1-7900
Dallas 1, Tex., Rm. 3-104 Merchandise Mart, 500 South Ervay St., Phone: RIverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street, Phone: KEystone 4-4151, Ext. 598
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Salt Lake City 1, Utah, 222 S.W. Temple St., Phone: DAvis 8-2911, Ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St., Phone: YUkon 6-3111
Savannah, Ga., 235 U. S. Courthouse and Post Office Bldg., 125-29 Bull Street, Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

Calendar *for international traders*

October

16—Monthly Luncheon Meeting, International Executives Assn., Hotel Statler Hilton, **New York, N.Y.** Topic: "Alliance for Progress."

16—Businessman's Consultation, U.S Israel-Cyprus Trade Mission—**Atlanta, Ga.** Sponsor: U.S. Department of Commerce

16—Meeting of Memphis World Trade Club, Hotel Claridge, **Memphis, Tenn.**

17—Second of 9 Export Management Seminars orienting small businessmen with foreign trade practices. Management Development Center, Univ. of San Francisco, **San Francisco, Cal.** Sponsors: Univ. of San Francisco, Small Business Administration, U.S. Department of Commerce

17—International Marketing Conference, Sheraton Motor Hotel, **Buffalo, N.Y.** Sponsors: Niagara Frontier Chapters-American Marketing Association, National Industrial Advertisers Association; Buffalo, Niagara Falls, Tonawanda, Dunkirk, Jamestown, Olean Chambers of Commerce; Western New York Regional Export Expansion Council.

18—Businessman's Consultation, U.S. Israel-Cyprus Trade Mission—**Orlando, Fla.** Sponsor: U.S. Department of Commerce (for Orlando consultation, please contact **Jacksonville, Fla. Field Office)**

18—Annual "Business Speaks" Dinner, Waldorf-Astoria Hotel, **New York City, N.Y.** Sponsor: New York Board of Trade, Inc. Guest Speaker: Gen. Lucius D. Clay.

18-19—Virginia World Trade Conference, Hotel John Marshall, **Richmond, Va.** Sponsors: Hampton Roads Foreign Commerce Club; Hampton Roads Maritime Assn.; Norfolk Port & Industrial Authority; Norfolk-Portsmouth Traffic Club; Peninsula Port & Industrial Authority; Richmond Export-Import Club; Tidewater Virginia Development Council; Virginia Highway Users Assn.; Virginia Pilot Assn.; Virginia Railway Assn.; Virginia State Chamber of Commerce; Virginia State Ports Authority; Women's Traffic Club of Norfolk-Portsmouth.

19—Seminar on Foreign Trade and World Markets, Plaza Hotel, **New York, N.Y.** Sponsor: National Assn. of Secondary Material Industries.

20—Export Trade Seminar, St. Louis Bar Assn., **St. Louis, Mo.**

22—Businessman's Consultation, U.S. Israel-Cyprus Trade Mission—**Philadelphia, Pa.** Sponsor: U.S. Department of Commerce

22-23—Conference for Corporation Executives, Statler Hilton Hotel, **Washington, D.C.** Subject: "The Middle East Today." Sponsor: School of Advanced International Studies, Johns Hopkins University.

23—Businessman's Consultation, U.S. Israel-Cyprus Trade Mission—**Baltimore, Md.** Sponsor: U.S. Department of Commerce (for Baltimore consultation please contact **Philadelphia Field Office)**

22-27—International Sugar Cane Mechanization Seminar of Louisiana, **Jeanerette, La.** Sponsor: J. & L Engineering Company.

24—World Trade Seminar, Yorktowne Hotel, **York, Pa.** Sponsors: York Chamber of Commerce; York Rotary Club; Lancaster Chamber of Commerce; Harrisburg Chamber of Commerce.

24—Profits in Export Conference, Schine Motor Inn, **Chicopee, Mass.** Sponsors: Joint Civic Agencies of Greater Springfield; Springfield Export Sales Managers Assoc.; Boston Field Office of the U.S. Department of Commerce.

24—Export Trade Seminar (Opening session of 6-week course), Jacksonville Area Chamber of Commerce, **Jacksonville, Fla.** Sponsors: Jacksonville Area Chamber of Commerce; Duval County Board of Public Instruction; U.S. Department of Commerce.

24—Hawaii Tourist Industry Conference, **Honolulu, Hawaii.** Sponsors: Hotel Management Division of the University of Hawaii; Chamber of Commerce of Honolulu; U.S. Small Business Administration; U.S. Department of Commerce.

26—Club Meeting, World Trade Club of the Cincinnati Chamber of Commerce, **Cincinnati, Ohio.**

29-31—49th Annual National Foreign Trade Convention, Waldorf-Astoria, **New York, N.Y.** Sponsor: National Foreign Trade Council. Commerce Speaker: Luther H. Hodges, Secretary of Commerce.

28-Nov. 2—Dairy Industries Exposition, **Atlantic City, N.J.** Sponsor: Dairy Society International.

29—National Defense Transportation Assn. Convention, Sheraton Palace, **San Francisco, Cal.**

29-Nov. 2—World Metal Show and National Metal Congress, New York Coliseum, **New York, N.Y.**

30—Businessman's Consultation, U.S. Israel-Cyprus Trade Mission—**Denver, Colo.** Sponsor: U.S. Department of Commerce

31—Businessman's Consultation, U.S. Israel-Cyprus Trade Mission—**San Francisco, Cal.**

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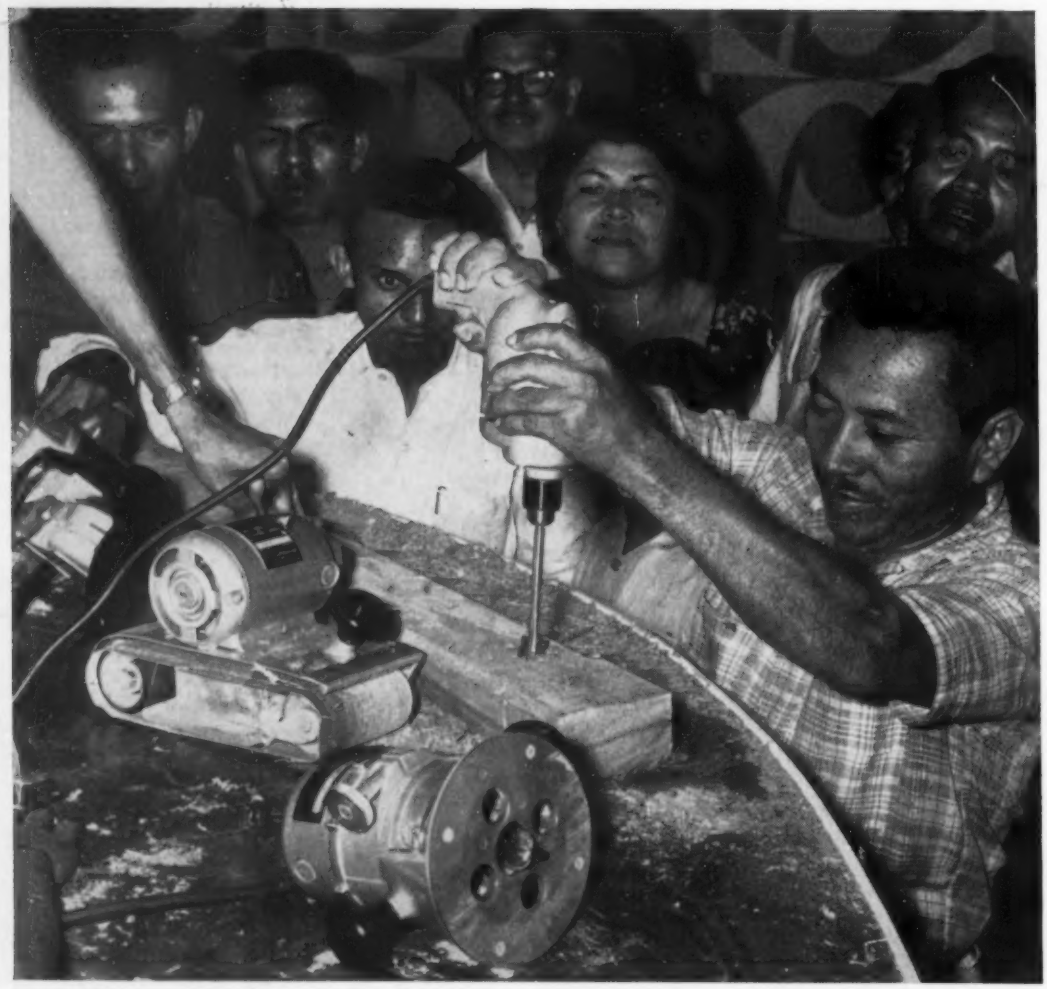

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